

# GRAIN DEALERS JOURNAL

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## *The Grain Dealer's Creed*

*I believe* in individual initiative. It has made possible every beneficial achievement of man's history. Initiative spurred some man to leave his early home in a cave and to build a better shelter for himself and his family; initiative urged Columbus to set sail in frail craft on the journey that resulted in the discovery of a new world; initiative prompted our forefathers to set up on this continent a new form of government and one that has proven to be the workable medium between the oppression of autocracy and the chaos of mobocracy; initiative impelled the free men and women of our nation to push westward and ever westward until a wilderness and a desert had been charted and the vast area thereof made to serve the needs of mankind. Individual initiative is the moving force of progress.

*I believe* in the future of American agriculture. It is an honorable calling in the hands of sensible men. They will not permit themselves to be long misled by self-seeking agitators. I pledge myself and my ability to the support of practicable plans for the betterment of agriculture generally.

*I believe* in the free, open and competitive marketing system. It has been developed to its present state of efficiency by a process of evolution operating through the ages since man emerged from savagery. It is not perfect, but it is the best we know and it is constantly being improved by the inherent initiative of able men who are working out the plans suggested by their daily experiences. Until future generations shall find a more economical system this one of competition shall prevail.

*I believe* in my business as a grain dealer. Through the operations of the competitive marketing system, and with the aid of my brother dealers, I provide a free and open market for farm products every business day. My patrons find me always ready and able to supply their wants, whether they be buyers or sellers. I serve producers and consumers alike, performing that service for a compensation which for its low rate is not equalled in any other line of human endeavor. I am forced to pay the highest market price for all that I buy, and to sell in line with current values, and if I do not serve economically and expeditiously my competitor will obtain the business and not I. This is the beneficent effect of competition; it compels a maximum efficiency.



# **—bill it to BUFFALO**

All Western Roads converge here, either directly or through their connections.

All Eastern Roads are available, through Eastern Trunk lines and connections.

Its weighing facilities and inspection departments are unexcelled for promptness and efficiency.

Its elevator facilities are vastly superior to those of any market east of Chicago.

Ship to any of the firms whose names appear below. All are reliable.

**A. W. Harold,**  
Grain—Barley a Specialty

**Whitney & Gibson,**  
Consignments. Our Specialty, Wheat

**J. G. McKillen, Inc.,**  
Receivers and Shippers

**Armour Grain Co.,**  
Grain Merchants

**McConnell Grain Corporation,**  
Commission Merchants

**A. C. Davis, Inc.,**  
Grain Commission

**S. M. Ratcliffe,**  
Commission Merchants

**The Townsend-Ward Co.,**  
Grain Merchandising and Consignments

**Globe Grain Co., Inc.,**  
Receivers and Shippers

**Watkins Grain Co.,**  
Consignments

**Pratt & Co.,**  
Receivers and Shippers

**Taylor & Bournique Co.,**  
Grain Commission

**The Electric Grain Elevator Co.,**  
Consignments

**Lewis Grain Corporation,**  
Ship Buffalo—Consign to Lewis

**Sunset Feed & Grain Co., Inc.,**  
Receivers and Shippers

**Burns Grain Co.,**  
Grain Commission

**Urmston Elevator Co.,**  
Grain Commission

**Seymour-Wood Grain Co.,**  
Consignments

**Churchill Grain & Seed Co.,**  
Receivers and Shippers



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### AMARILLO, TEXAS.

Early Grain & Elvtr. Co., wholesale grain.\*  
Stone & Co., Lester, wholesale grain.

### ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.\*  
Moore-Lawless Grain Co., cosgmts., futures, pvt. wires.\*

### ATLANTA, GA.

Commercial Exchange Members.

Gregg & Son, J., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Blackburn & Co., C. P., grain receivers, exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and exporters.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BEAVER, OKLA.

Horne Grain Co., Texas wheat, barley, milo.

### BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.\*  
Hemphill & Co., R. C., mdse. & grain brokers.  
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.  
Western Grain Co., mfrs. mxd. feed, crn. meal, grits.\*

### BLOOMINGTON, ILL.

Hasenwinkle Grain Co., brokers of country grain.

### BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage commission.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.\*  
Burns Grain Co., grain commission.\*  
Churchill Grain & Seed Co., receivers, shippers.\*  
Davis, Inc., A. C., grain.\*  
Doorty-Ellsworth Co., Inc., brokerage commission.\*  
Electric Grain Elevator Co., consignments.\*  
Globe Grain Co., receivers & shippers.\*  
Harold, A. W., grain, barley a specialty.  
Lewis Grain Corp., receivers & shippers.\*  
McConnell Grain Corporation, commission merchants.\*  
McKillop, Inc., J. G., receivers and shippers.\*  
Kennedy & Co. Chas. wheat a specialty.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.  
Seymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.  
Taylor & Bournique Co., grain merchants.  
Traders & Producers Supply Co., millfeeds a specialty.  
Townsend Ward Co., The, consignments.\*  
Urmston Elevator Co., grain commission.\*  
Watkins Grain Co., consignments.\*  
Whitney & Gibson, consignments.\*

### CAIRO, ILL.

Board of Trade Members.

Cairo Grain Commission Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.

### CARROLLTON, MO.

Clalborne Commission Co., commission merchants.\*

### CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.\*  
Gifford Grain Co., grain and grain products.\*  
King Wilder Grain Co., grain shippers.\*

### CHATTANOOGA, TENN.

Board of Trade Members.

Hood Feed Co., flour, feeds, field seeds.

### CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*

### CHICAGO, ILL., (Continued)

Dole & Co., J. H., grain and seeds.\*  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., commission merchants.\*  
Hales & Hunter Co., grain merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Holt & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
Lewis & Co., F. S., grain and provisions.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Norris Grain Co., grain merchants.\*  
Northern Grain & Warehouse Co., grain receivers.  
Paynter, H. M., grain and field seeds.  
Pope & Eckhardt Co., grain and seeds.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Requa Bros., wheat a specialty.  
Rumsey & Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Simons, Day & Co., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Uplike Grain Co., consignments.\*  
Leland & Co., E. F., grain and seeds.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.

Early & Daniel Co., grain, hay, feed.  
Gale Grain Co., The A. C., receivers & shippers.

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, revrs. & shprs.\*  
Gates Elevator Co., The, receivers and shippers.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Strauss & Co., H. M., receivers, shippers hay & grain.\*

### COLBY, KANSAS.

Harris & Haynes, wholesale—brokers—grain.

### CLOVIS, N. MEX.

Western Elvtr. Co., The, revrs-shprs., hdqtrs kafir-milo.\*

### COLORADO SPRINGS, COLO.

Robinson-Hunt Grain Co., grain, hay, seeds, beans.\*

### DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

### DALHART, TEXAS.

Zinard Grain Co., J. C., wholesale grain & hay.\*

### DECATUR, ALA.

Decatur Coal & Mfg. Co., grain and feedstuffs.

Lyle-Taylor Grain Co., whlse. grain, hay, feeds.\*

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.  
Ashcraft Grain Co., S. B., wholesale grain.  
Conley-Ross Grain Co., The, grain and beans.  
Crescent Flour Mills Co., The, merchant millers.\*  
Denver Elevator, wholesale grain, flour, millfeed.\*  
Farmers Elevator Co., The, H. F. Rover, Mgr.  
Gallagher Grain Co., grain merchants.\*  
Gilmore-Livingston Grain Co., grain and hay.  
Houlton Grain Co., wholesale grain.  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaull-Dinsmore Co., wholesaler and commission.\*  
Moore-Lawless Grain Co., private wires to all markets.\*  
Pheips Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.  
Scott-George Grain Co., The, receivers and shippers.\*  
Summit Grain Co., wheat, corn, oats, rye, barley.\*

### DES MOINES, IOWA.

Board of Trade Members.

Anderson Co., D. L., grain merchants.  
Iowa Grain Co., receivers and shippers.  
Lockwood, Lee, grain, millfeed broker.  
Marshall Hall Grain Co., grain commission  
Taylor & Patton Co., corn and oats.

### DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., grain and hay.  
Lapham & Co., J. S., receivers & shippers.  
Lichtenberg & Son, oats, corn, hay, straw.  
Simmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

### DODGE CITY, KANSAS.

Hillyer Grain Co., grain.

### DUBLIN, GA.

Smith Brothers, brokers, mdse., grain, feedstuffs.\*

### FORT WORTH, TEX.

Grain and Cotton Exchange Members

Dorsey Grain Co., merchants—commission, consignments.  
Transit Grain & Com. Co., consignments, brokerage.\*

### GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.\*

### GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HAGERSTOWN, MD.

Valley Brokerage Co., feed, grain, hay broker.\*

### HAMBURG, IOWA.

Sullivan & McBride S. & G. Co., red cob fodder corn.

### HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.\*  
Koehler-Twisdale Elevator Co., grain dealers.\*  
Moritz Grain Co., C., wholesale grain.\*  
Sexson, C. R., grain.

### HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., dr.

### HILLSBORO, KANSAS.

Hillsboro Roller Mills, gr. dlt., dr., chick feed.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.\*  
Rothschild Co., S., grain, e/s products, rice b/p.\*

### HUTCHINSON, KANS.

Board of Trade Members.

Ayres Grain Co., grain merchants.\*  
Central Grain Co., The, buyers for mills.  
Farmers Co-op. Com. Co., commission merchants.  
Goffe & Carkner, private wire.\*  
Hayes Grain Co., John, grain merchants.  
Hutchinson Grain Co., grain merchants.  
Logan Bros. Grain Co., receivers & shippers.\*  
McClure Grain Co., J. B., buyers and sellers.\*  
Midwest Grain Co., The, shippers.  
Moore Grain Co., consignments—buyers of grain.  
Producers Grain Co., The, milling wheat.  
Southwest Grain Co., receivers and shippers.  
Union Grain Co., grain merchants.  
Vanderslice-Lynds Co., grain commission merchants.

### INDIANAPOLIS, IND.

Board of Trade Members.

Anderson, Ed. D., grain commission & consignments.  
Belt Elevator & Feed Co., receivers and shippers.  
Boyd Grain Co., Bert A., strictly brokerage & com.  
Cleveland Grain & Milling Co., grain commission.  
Evans Grain Co., W. R., commission and brokerage.\*  
Hayward-Rich Grain Co., grain commission.\*  
Hoosier Grain Co., consignments only.  
Kendrick & Sloan Co., Inc., grain and hay.  
Kenzie Grain & Bkg. Co., Carl D., grain commission.\*  
Montgomery & Tompkins, receivers and shippers.  
Pro'at & Kassebaum, Inc., hay, grain, feed.  
Steinhart Grain Co., commission and brokerage.\*  
Urmston Elevator Co., receivers and shippers.\*  
Witt, Frank A., grain commission and brokerage.\*

### JACKSON, MICH.

Wagner-White Co., track buyers-sellers, grain-feed.

### JACKSON, MISS.

Field Co., Robt., succ. to P. L. Brittain Co.  
Royal Feed & Mfg. Co., mixed feed mfrs.\*

### KANSAS CITY, MO.

Board of Trade Members.

Alfalfa Grain Pds. Co., everything in the feed line.  
Beyer Grain Co., consignments.\*  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Clalborne Commission Co., commission merchants.\*  
Croysdale Grain Co., commission merchants.  
Davis Grain Co., A. C., grain commission.  
Denton Kuhn Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Federal Grain Co., receivers, shippers.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## KANSAS CITY, MO., (Continued)

Frisco Elevators Co., grain merchants.\*  
Goffe & Carkener, grain commission.\*  
Hall-Baker Grain Co., consignments.\*  
Hipple Grain Co., feterita, kafir, milo.  
Larabee Flour Mills Corp., The, mls. "Larabee Best."  
Lichtig & Co., H., kafir, milo, screenings.\*  
Logan Bros. Grain Co., receivers and shippers.\*  
Mensendieck Grain Co., consignments.\*  
Miller Grain Co., S. H., consignments.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., receivers and shippers.\*  
Nicholson Grain Co., W. S., strictly commission.\*  
Norris Grain Co., grain merchants and exporters.\*  
Roehen Grain Co., E. E., consignments.\*  
Root Grain Co., consignments and futures.\*  
Scouler Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.\*  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Stevenson Grain Co., buyers and sellers.\*  
Terminal Elevators, receivers, shippers.\*  
Twidale-Wright Grain Co., consignment futures.\*  
Thresher Fuller Grain Co., grain commission.\*  
Western Grain Co., receivers and shippers.\*  
Wilser Grain Co., consignments.\*

## LAWRENCE, KANS.

Underwood & Sons, J., grain, feed, seeds.

## LEAVENWORTH, KANS.

Wilson-Legler Hay & Grain Co., branch at Kansas City.  
**LIBERAL, KANS.**

Light Grain & Mfg. Co., mill pdts., kafir, milo.  
Vickers Grain & Seed Co., grain and field seeds.

## LINCOLN, NEBR.

### Grain Exchange Members.

Ewart Grain Co., wheat, corn, oats, rye, barley.\*  
Foster, E. D., feeders supplies.\*  
Lincoln Grain Co., grain merchants.\*  
Wright-Leet Grain Co., receivers and shippers.\*

## LITTLE ROCK, ARK.

### Grain Exchange Members.

Cable & Stockton, hay, grain, feed.\*  
Davis, S. P., Est. 1893, grain, flour, cottonseed meal.\*  
Farmer Wilson Co., brokers, hay, grain, mill feed.\*  
Gordy Co., C. L., grain brok., hay, grain, mill feed.\*  
Wilson Co., John R., grain brokers.

## LOUISVILLE, KY.

### Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Farmer & Sons, Oscar, hay, grain and feeds.\*  
Fruechtenicht, Henry, grain, feed, hay.\*  
Kentucky Public Elevator Co., stores and shippers.\*  
Verhoeff & Co., H., receivers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.\*

## M'KINNEY, TEXAS.

Reinhart & Company, wheat, corn, oats, maize.

## MARSHALL, MO.

Claiborne Commission Co., commission merchants.\*

## MEMPHIS, TENN.

### Merchants Exchange Members.

Browne, Walter M., broker & com., consignments.\*  
Buxton, E. E., broker and commission merchant.\*  
Clark-Burkle & Co., grain and hay.\*  
Cook, L. P., receiver and shipper.\*  
Davis & Andrews Co., grain, mixed feed.\*  
Delta Flour & Feed Co., flour, feed, meal, grains.\*  
Denyven & Co., brokers and commission.\*  
Edgar-Morgan Co., mixed feed manufacturers.\*  
Hosenwinkle, H. J., consignments.\*  
International Sugar Feed Co., feed mfrs. and grain.\*  
Lovitt & Co., L. B., cotton seed and peanut products.\*  
Mississippi Elevator Co., grain dealers, feed mfrs.\*  
Pease & Dwyer, grain, mixed feed.\*  
Quaker Oats Co., feed & cereal mfrs.\*  
Royal Feed & Milling Co., mixed feed mfrs.\*  
Sessum Grain Co., grain, mixed feed.\*  
U. S. Feed Co., grain, hay, mill feed.\*  
Wade & Sons, Inc., John, grain, feed, flour.\*

## MERIDIAN, MISS.

### Board of Trade Members.

Lyon & Co., A. J., whlse. gro., grain, feed.\*  
Meyer Bros., wholesale groc., grain, feed.\*  
Sturges Co., grain dealers, mixed feed mfrs.\*  
Threefoot Bros. & Co., whlse grain, feed, flr., gro.\*

## MIDDLEPOINT, OHIO.

Pollock Grain Co., grain, hay, straw, earl corn.

## MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

## MILWAUKEE, WIS.

### Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.\*  
Bartlett & Son Co., L., grain com. merchants.\*  
Bell Co., W. M., commission merchants.\*  
Blanchard Grain Co., "Always Dependable."\*  
Buerger Commission Co., grain and seed.\*  
Cargill Grain Co., grain and seeds.\*

## MILWAUKEE, WIS., (Continued)

Donahue-Stratton Co., dls. grain and feed.\*  
Finley Grain Co., consignments solicited.\*  
La Budde Feed & Grain Co., feeds, grain, hay.\*  
Fraser-Smith Co., commission merchants.\*  
Kamm Company, P. C., grain shippers.\*  
Lauer & Co., J. V., grain merchants.\*  
Merriam Commission Co., consignments.\*  
Milwaukee Grain Commission Co., grain commission.\*  
Mitchell Co., W. C., commission merchants.\*  
Mohr-Holstein Commission Co., grain merchants.\*  
Rang & Co., Henry, commission merchants.\*  
Rankin, M. G., & Co., grain and feed.\*  
Rialto Elvtr. Co., grain receivers and shippers.\*  
Runkel & Dadmun, grain commission merchants.\*  
Taylor & Bournique Co., grain merchants.\*  
Updike Grain Co., consignments solicited.\*

## MINNEAPOLIS, MINN.

### Chamber of Commerce Members.

Banner Grain Co., grain receivers.\*  
Benson, Quinn Co., grain commission.\*  
Cargill Commission Co., grain commission.\*  
Carter-Sammis & Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Chambers-Mackay Co., screenings & mill feed.\*  
Gee Grain Co., G. E., receivers and shippers.\*  
Gould Grain Co., receivers and shippers.\*  
Hankinson & Co., H. L., grain commission.\*  
Malmquist & Co., C. A., receivers & shippers.\*  
Marfield Grain Co., grain commission.\*  
McCarthy Bros. & Co., receivers & shippers.\*  
McCaull Dinsmore Co., consignments solicited.\*  
Mitchell Co., W. C., grain commission.\*  
Poehler Co., E., grain commission.\*  
Seidl, Frank J., all grains and feeds.\*  
Sheffield Elevator Co., shippers of grain.\*  
Sterling Grain Co., receivers and shippers all grains.\*  
Van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., mill oats and screenings.\*

## NEWARK, N. J.

Smith & Wallace Co., J. C., receivers shippers.\*

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.\*

## NEW ORLEANS, LA.

### Board of Trade Members.

Anderson & Jackson, Inc., exporters of grain.\*  
Barr, R. J., grain exporter.\*  
Fox Co., C. B., exporters.\*  
Gibbons, J. T., gr. dealers, mixed fd. mfrs., exptns.\*  
Matthews Sons, Geo. B., mill feed manufacturers.\*  
Nathan & Pettis, fvdg. agt. & expt. fght. broker.\*  
Neumond, Inc., K. & E., dls. & exptns in feed articles.\*  
Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.\*  
Rodd & Co., Chas. M., gr. brokers & fvdg. agents.\*  
Waterman & Co., J. S., gr. flour & fd. bkrs., flr. jobs.\*

## MOULTRIE, GA.

Delay, A. J., flour and grist mill.

## NASHVILLE, TENN.

### Grain Exchange Members.

Allen Grain Co., receivers & shippers.\*  
Allfeed Milling Co., feed manufacturers.\*  
Kerr, S. S., receiver and shipper.\*  
Nashville Grain & Feed Co., receivers & shippers.\*  
Tennessee Grain Co., receivers and shippers.\*

## NEW YORK CITY.

### Produce Exchange Members.

Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Therrien, A. F., broker.\*

## NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.\*

## OKLAHOMA CITY, OKLA.

### Grain Exchange Members.

Cherokee Grain Co., grain merchants.\*  
Conyers Grain Co., grain merchants.\*  
Lang Grain Co., J. H., prompt and efficient service.\*  
Langenberg Bros. Grain Co., grain merchants.\*  
Marshall Grain Co., grain, feed, seeds.\*  
Moore, George L., grain merchant.\*  
Okla. City M. & E. Co., grain merchants, millers.\*  
Perkins Grain Co., W. L., brokers.\*  
Scannell-Winters Grain Co., grain and feed.\*  
Stinnett Grain Co., grain merchants.\*  
Stowers Grain Co., W. B., commission merchants.\*  
Strader & Co., J. Edgar, grain, hay, feed.\*  
White Grain Co.\*

## OMAHA, NEBR.

### Grain Exchange Members.

Butler Welsh Grain Co., grain merchants.\*  
Crowell Elevator Co., receivers, shippers.\*  
Holmquist Elevator Co., receivers and shippers.\*  
Maney Grain Co., The, consignments.\*  
Miller Wilson Grain Co., receivers and shippers.\*  
Roberts Grain Co., Geo. A., grain merchants.\*  
Stockham Grain Co., E., commission merchants.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., grain commission.\*  
Updike Grain Co., consignments.\*

## OTTAWA, KANS.

Ross Milling Co., The, millers, h. & wheat flour.

## PAMPA, TEXAS.

McMurtry Grain Co., L. C., wheat, kafir, milo.\*

## PEORIA, ILL.

### Board of Trade Members.

Bartlett Co., S. C., grain commission.\*  
Bowen Grain Co., H. D., receivers & shippers.\*  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Harrison, Ward & Co., receivers & shippers.\*  
Luke Grain Co., grain commission.\*  
McFadden & Co., G. C., consignments.\*  
McCreery & Son, J. A., wheat, corn, oats.\*  
Miles, P. B. & C. O., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Shaffer Grain Co., J. C., receivers & shippers.\*  
Turner Hadnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., E., flour, grain, feed.\*  
Lemont & Son, E. K., wheat, corn, oats, flour, feed.\*  
McKay, Donald, grain and millfeeds.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Standard Hay & Grain Co., grain and hay.\*  
Stites, A. Judson, grain & millfeed.\*  
Young & Co., S. H., wheat, corn, oats.\*

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Foster Co., C. A., grain merchants.\*  
Geidel & Leubin, grain and hay.\*  
Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
Heck & Co., W. F., grain, hay, millfeed.\*  
Herb Bros. & Martin, grain and hay.\*  
McGaughey, R. S., grain, hay.\*  
Rogers & Co., Geo. E., grain & hay.\*  
Smith & Co., J. W., grain merchants.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Samuel, grain and hay.\*

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Balbach, Paul A., grain buyer, all markets.

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Doten Grain Co., The, grain, feed, flour.\*  
Maine Grain Co., grain, feed and flour.\*  
Paris Flouring Co., flour, grain and feed.\*

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Pacific Grain Co., grain exporters.\*

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Dalley Bros., Inc., receivers and shippers.\*

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Bever Grain Co., The, consignments and mill orders.\*  
Bossemeyer Grain Co., The Paul, grain merchants.\*  
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Richter Grain Co., wheat, coarse grains & millfeed.\*  
E. L. Rickel, grain receiver and shipper.\*  
Service Grain Co., grain, feed, grain products.\*  
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Wright-Wilson Grain Co., milling wheat.\*

## SALT LAKE CITY, UTAH.

Utah-Idaho Bkg. Co., whlse grain, hay, flour, feed.\*



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In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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Aunt Jemima Mills Co., A. J., hominy feed.  
Clalborne Commission Co., commission merchants.\*  
Herries-Yancey Grain Co., commission merchants.  
Marshall Hal. Grain Co., consignments solicited.\*

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Clalborne Commission Co., commission merchants.\*  
Dreyer Commission Co., feeding stuffs, grain, seeds.\*  
Elmore Schultz Gr. Co., receivers and shippers grain.\*  
Goffe & Carkener Co., grain commission.\*  
Graham & Martin Grain Co., grain commission.\*  
Ichertz & Watson, grain, seeds and hay.\*  
Marshall Hall Grain Co., grain commissions.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*

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Clalborne Commission Co., commission merchants.\*

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Bailey, Walter H., grain merchants.\*  
McCaull Dinsmore Co., commission.\*  
Terminal Grain Corp., receivers & shippers.  
Rumsey & Co., receivers of consignments.\*  
Merriam Commission Co., corn and oats.  
Western Terminal Elevator Co., receivers and shippers.\*

### SPRINGFIELD, MO.

Clalborne Commission Co., commission merchants.\*  
Patterson Grain Co., W. M., grain, hay, mill feeds.

### STERLING, COLO.

Moore, James A., grain dealer.

### TAMPA, FLA.

Bonacker Bros., brokers, grain, hay, feed, flour.

### THOMASVILLE, GA.

Burch & Son, W. H., corn millers.

### TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.  
Morehouse & Co., wholesale grain and seeds.  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.  
Young Grain Co., grain.  
Zahn & Co., J. F., grain seeds.\*

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Derby Grain Co., wheat, corn, oats, and millfeed.\*  
Golden Belt Grain & Elvtr. Co., The, recvrs. & shprs.  
Topeka Grain Co., wheat, corn, oats, mill & ctn. feed.

### TULIA, TEXAS.

Cowan Grain Co., W. C., wheat, oats, maize, kafir.\*

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Turon Mill & Elvtr. Co., corn, wheat, millfeed, flour.

### VASS, N. C.

Vass Milling Co., grain, feed, flour.\*

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Wilkins-Rogers Mfg. Co., Inc., receivers and shippers.\*

### WICHITA, KANS.

Board of Trade Members.

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Beyer Grain Co., consignments and mill orders.\*  
Blood Grain Co., I. H., consignments, mill orders.  
Clalborne Commission Co., commission merchants.\*  
Clark Grain Co., C. M., all kinds grain and feed.  
Craig Grain Co., J. W., consignments and mill orders.  
Foot Grain Co., consignments.  
Hall Baker Grain Co., exporters.  
Hayes Grain Co., John, Okla.-Kan., wheat for mills.\*  
Hipple Grain Co., consignments.  
Kansas Flour Mills Co., receivers and shippers.\*  
Kramer Grain Co., receivers and shippers.\*  
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Norris Grain Co., exporters.  
Raymond Grain Co., consignments.  
Simonds-Shields-Lonsdale Gr. Co., exporters.  
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Stevens-Scott Grain Co., receivers and shippers.\*  
Strong Trading Co., wholesale grain and feed.\*  
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Wallingford Bros., receivers and shippers.\*  
Wichita Flour Mills Co., millers and grain merchants.  
Wichita Grain Co., receivers and shippers.  
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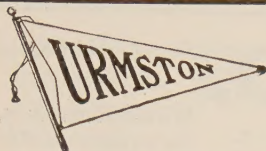
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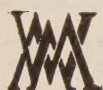
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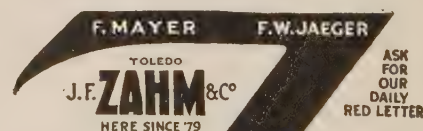
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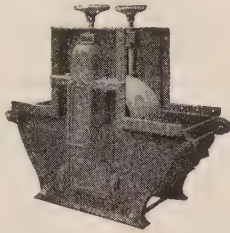
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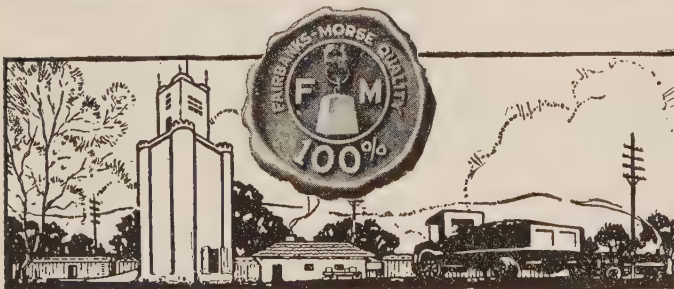
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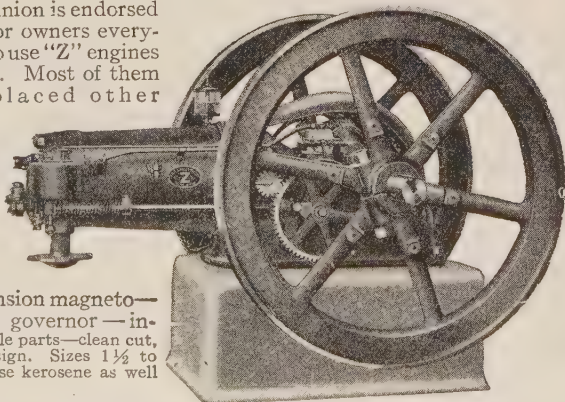


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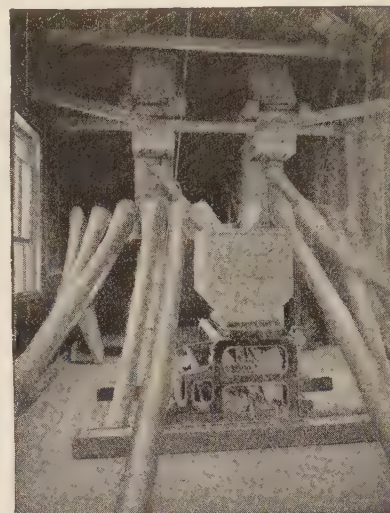
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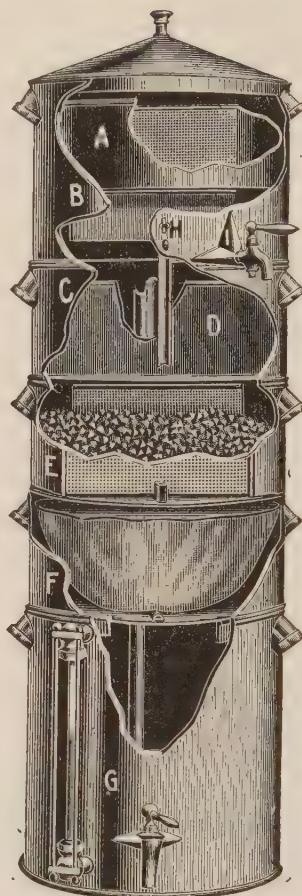
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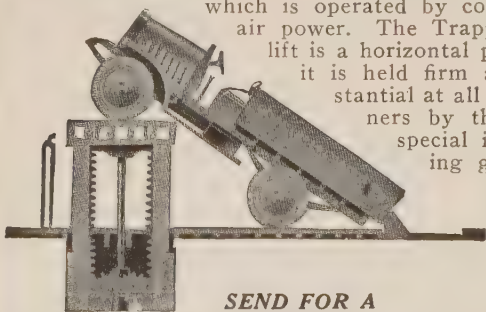
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We will send you a long list of installations we have made in LINE ELEVATORS, also reproductions of letters from other elevator operators—men you know of, who use their Trapp Dumps every day. If there is a Trapp Dump installed near your town we will give you the name and address of the owner; you can drive over and see it in operation.

**Trapp-Gohr-Donovan Company**

Factory and Offices, 1125-27-29 No. 22nd St.  
OMAHA, NEBRASKA

## ACCOUNT BOOKS FOR GRAIN DEALERS

**GRAIN RECEIVING BOOK Form 12 AA** is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 160 pages or spaces for records of 6560 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2¼ lbs.

**GRAIN SHIPPING BOOK Form 14 AA** is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,250 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs.

COMPLETE SET FOR \$6.25

**GRAIN DEALERS JOURNAL**

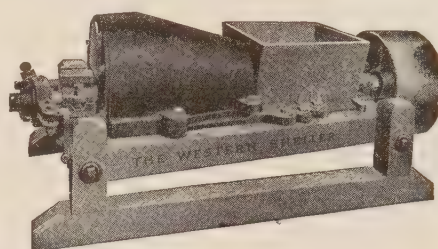
305 So. La Salle Street, Chicago,



# Do You Know YOU CAN SAVE \$100.00 to \$200.00

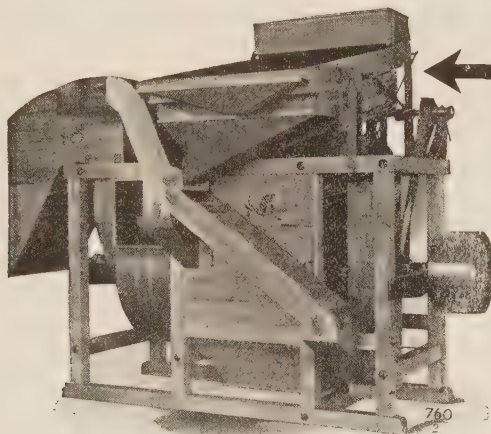
by installing a pitless sheller instead of a regular ware house pitsheller. The pitless sheller does not require hopping below and the pit does not have to be as deep. The sheller discharges directly into boot.

The pitsheller requires expensive hopping below also a deep pit and often times a steel tank to keep out the water. We know because we make both kinds.



**UNION IRON WORKS, Decatur, Illinois**

*Mfgs. Complete Line of Elevator Equipment*

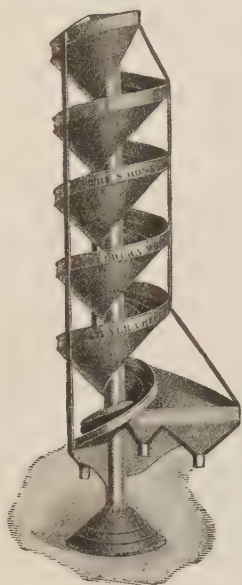


Notice the extra wide screens on the MONITOR Combined Clipper and Cleaner. When you clean, you want capacity. You get it in the MONITOR because of the great wide screens we give you. MONITOR machines possess many points of vital importance to you. If you know them, you know why so many use the MONITOR.

Canadian Plant:  
**HUNTLEY MFG. CO., Ltd.**  
TILLSONBURG, ONT.

**HUNTLEY MFG. CO.**  
DEPARTMENT B  
SILVER CREEK, N. Y.





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# MUSTARD SEED SEPARATOR

Conceded to be the most ingenious thing ever invented for removing mustard from screenings, grain and seeds.

**Automatic  
No Moving Parts**

**Operates on the  
Gravity Principle**

**Self-Acting  
Requires No Power**

Sold at such a low price that it actually pays for itself in a few weeks.

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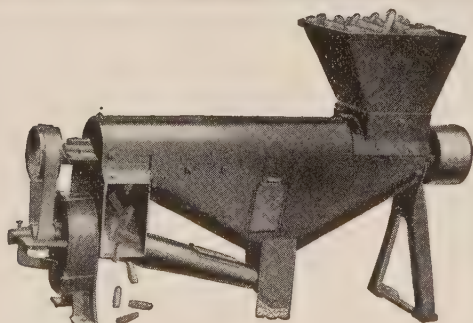
Chicago, Ill.  
Gentlemen—I have O. K'd the bill for Mustard Seed Cleaner. It is surely a dandy little machine, and does the work to perfection. Wishing you success, I am yours truly,

STAR & CRESCENT MILLING CO.  
W. W. SOPHER, Supt.

*We'll test your samples and show you something interesting*



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European Branch: 64 Mark Lane, London, England



Style A Triumph Corn Sheller

## A GOOD SHELLER OF MODERATE CAPACITY

If you can use a Sheller that will properly shell 75 bushels of corn an hour; and if you want a good simple machine, you'll get just the sheller you ought to have in a Triumph.

Thousands of Triumph Shellers are at work in moderate sized mills and elevators both in this country and abroad, and every one of them is shelling corn properly and producing its share of profits.

We'll be glad to send you a copy of our new corn sheller circular. Just send us a postal or a letter asking for it.

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## U. S. SHELLERS

CORN SHELLER VALUE IS A COMPOSITE—an INDEX composed of quality of materials and workmanship, mechanical soundness, durability, reliability, appearance and price.

To judge U. S. Value, we ask you to examine it exhaustively, interview owners, compare it with all other shellers.

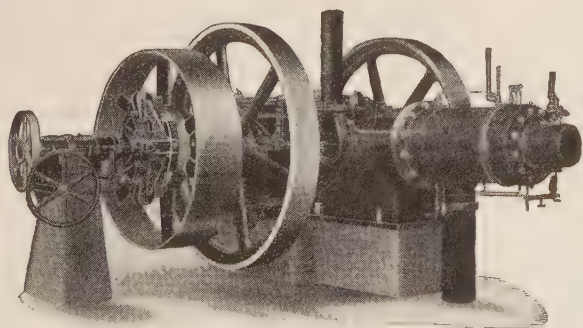
You will be amazed to find that for actual superiority in all essentials U. S. prices are lowest.

U. S. prices are based upon former low costs of plant and equipment, and present costs of labor and material.

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**USE CRUDE OIL AND FUEL OIL**

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Guaranteed Analysis. The pure, solid content of the buttermilk dried fresh from the churn. Packed in 100 lb. net weight new burlap sacks, paper-lined, and in 160 lb. net weight new wooden barrels, paper-lined, at a slightly higher price.

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## DISC SEPARATOR

### Increases Test Weight of Wheat

A RUN of wheat through the Carter Disc Separator not only cleans it, but increases its test weight.

The scouring action of the discs upon the wheat knocks off fuzz and light particles from the kernels and makes it more dense.

**The result is an average of one pound per bushel increase in test weight.**

Wherever installed, the Carter makes a cleaner separation of oats and barley from wheat, in one run through, than has ever been possible heretofore.

Made for these separations: **The A type machine** separates oats and barley from wheat, oats and barley from rye, or seeds and wheat from oats. **The Seed type machine** removes wild peas, cockle and seed from wheat. Also combination type to remove oats and seeds in one operation.

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It eliminates all sieves, brushes, air suction, shaker devices and dust.

It operates steadily with small horsepower. Requires little or no attention. The few simple working parts are enclosed in dust-tight housing and run in oil. It takes little room. Low installation cost—no dust collectors. **The cost to keep the Carter in repair is practically nothing.**

### TRY IT AT OUR RISK

Here's our guarantee: If, after a reasonable trial it is not satisfactory to you in all respects, we agree to accept its return and give you full credit for it.

**Write for full information.** Learn what the Carter is doing for other elevators and how it can save you hundreds of dollars annually.

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is that which gives many years of service. It should be bought on this basis of service rather than the price per gallon.

### DIXON'S SILICA-GRAPHITE PAINT

has an enviable reputation for long service and satisfied users in all parts of the world and on all types of structures.

Because of its pigment, flake silica-graphite—combined by Na ure—it is better enabled to withstand wear and deteriorating agents such as dampness, acids, alkalies, etc. The vehicle is the best linseed oil obtainable.

You will be interested in Booklet No. 15B and our new Color Chart. Write for them today.

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Established 1827



Dust  
Collection  
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Profit Collection

When You Install a

**NEW "1905"**

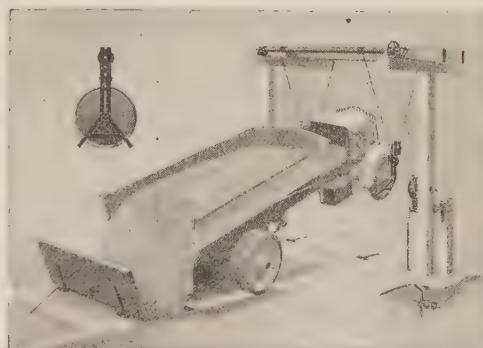
### CYCLONE DUST COLLECTOR

In the first place it is saving the possible total loss of your house by dust explosion; second, the dust and screenings so collected can be sold; and in the third place it effects a saving of one-half in power cost. The revenue thus produced by the collector will pay for it many times over.

Investigate before it's too late.

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Simple  
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Practical  
Safe  
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Substantial

Easily Installed, Operated  
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**For Accurate Moisture Tests  
use our Grain Dealers' Air  
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*Grain Samples Sent  
the Spear Way Always  
Reach Destination*

The value of supplying your customers with clean, promptly delivered samples is obvious. Do not neglect the important factor of good sample envelopes.

*Write us for samples and prices today.*

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*Simple - Complete - Safe*

If you would avoid trade disputes and differences, and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs one and retains the other.

This places the entire burden for any misunderstanding of your intention upon the other party and protects you against the expensive misinterpretation of your trades.

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Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½x8".

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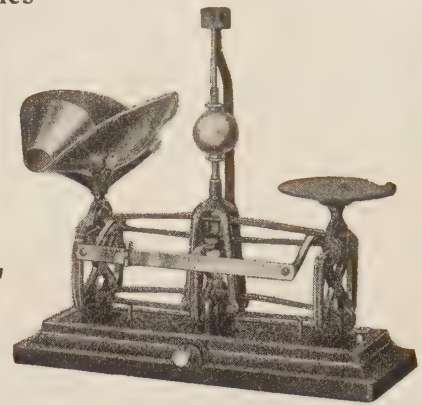
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## GRAIN TESTING SCALES

U. S. Department of Agriculture equips its Grain Laboratories with  
Torsion Scales



**5055**  
No. 5055  
For Grain Testing, Etc.



No. 4000 Used in Moisture Test

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**The Torsion Balance Co.**

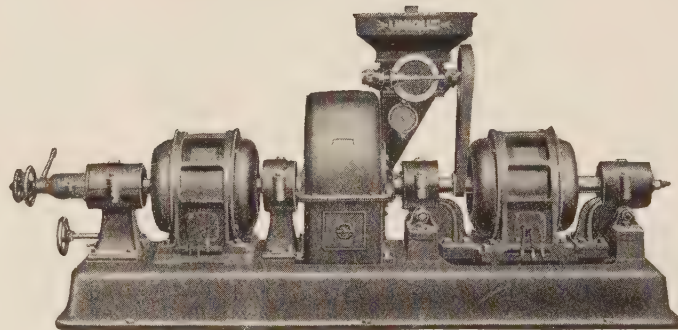
Main Office: 92 READE STREET, NEW YORK CITY

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(Belt Driven If Preferred)

One owner wrote he made \$3,000.00 in 9 months and paid out \$700.00 for power.

Others say they make \$350.00 a month feed grinding.

Names given on request.

Why not make money yourself?

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Stop to consider the **ECONOMY** and **SATISFACTION** in a **RECEIVING** and **CLEANING UNIT** for handling Farmers' wheat from wagon or truck. IT IS **ECONOMICAL** in that you pay for the cleaned wheat only. We **SPECIALIZE** on the **EQUIPMENT** and **INSTALLATION** of these outfits. Write us for further information and testimonials on the outfits we have furnished.

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We **SPECIALIZE** on **ROLL GRINDING** and **CORRUGATING**, and can furnish a superior class of work on all **STANDARD** and **SPECIAL CUTS**. We are the **ORIGINATORS** of the **PEERLESS "V"** and **"U" THREAD CORRUGATION** for making 96% cracked Corn or Wheat. Give us a trial.

**PEERLESS PRODUCTS**

**Self Rising and Pancake Flour Mixers**  
**Feeders and Disc Aspirators**  
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**COMPLETE STOCK**

**"Dufour" Silk Bolting Cloth**  
**Cloths made up Accurately and Promptly**  
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**Tyler Wire, The "BUCKLEY" and Supplies**  
**of all kinds for Mills and Elevators**

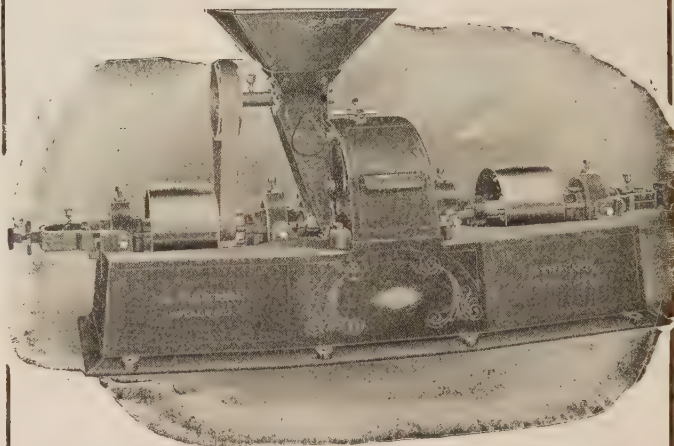
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*Corn Mills Equipped on the "WATKINS" SYSTEM*

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For sweeping grain cars and elevators, the **STAR BRUSH** has no equal. Made of stiff selected fibre, 5 inches long. Guaranteed to outwear four or five corn brooms and do cleaner and faster work. Built on hardwood block 14 inches wide and flared to an 18-inch sweep. Largest elevators in Minneapolis, Duluth, Port Arthur and Ft. William now use this brush exclusively.

*Order a dozen today. If within sixty days you do not find them entirely satisfactory, send them back. We'll pay the transportation charges both ways.*

*Price \$16.00 per dozen, F. O. B. Minneapolis*

**Flour City Brush Company**

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**IT PAYS TO GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

*"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobsburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue. G1  
**N. P. BOWSHER CO., SOUTH BEND, IND.**

**If you want regular country shippers to become familiar with your firm name, place your "ad" here.**

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cause the loss of many hard earned dollars to shippers of grain and seed.

**MUCH OF THIS LOSS** can be saved by the use of **Kennedy Car Liners**. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

**KENNEDY SYSTEM** of car liners prevent leakage in transit and we make car liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

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Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380.

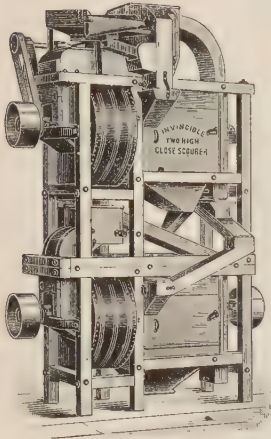
Price, \$2.75

**GRAIN DEALERS JOURNAL**

305 South La Salle St., CHICAGO, ILL.



## The Scourer with a CLEAN RECORD



The INVINCIBLE Two-High—Two-Fan Scourer. Wheat Scoured in this machine is perfectly scoured, twice.

All screenings are removed by four strong air suction. Dust removed by our patented method of admitting air into the cylinders.

Write for Special Scourer Bulletin.

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**SIDNEY ELEVATORS AND MAN LIFTS**  
are Money Makers  
They will reduce your handling expense and speed up your work. Easily installed. For quotations give your requirements.  
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You Know the Value of  
**Crushed Oyster Shell**  
FOR POULTRY

Handle it and add to  
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ASK FOR PRICES

**F. V. GENTRY CO.**  
PORT LAVACA, TEXAS  
WE ARE CRUSHERS

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## Fabricated Steel Products

We specialize on FABRICATED STEEL PRODUCTS and are equipped to furnish steel plate products such as tanks, hoppers, stacks, conveyors, chutes, pipe, elevator legs, coal mine equipment, cement and concrete sheet steel forms promptly. Let us estimate on your requirements.

## Corrugated Sheets Erected

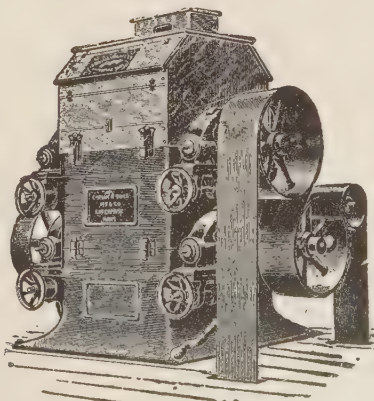
We are specialists in furnishing and erecting ROOFING & SIDING of galvanized, painted or zinc sheets, corrugated or formed. Our mechanics are experts—they know how. Let us figure on your erection, no matter where located.

*Our complete stock of galvanized, black, blue annealed sheet steel and zinc enable us to give immediate attention to all orders and inquiries received.*

## The Sykes Company

930 West 19th Place

Chicago, Ill.



## More Profits

The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

**J. B. Ehrsam & Sons Mfg. Co.**

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## HALL SIGNALING GRAIN DISTRIBUTOR

is the best mechanical contrivance known, for distributing grain from the head of a grain elevator leg to the bins or to cars or elsewhere.

Its efficiency makes it economical. Its design convenient.

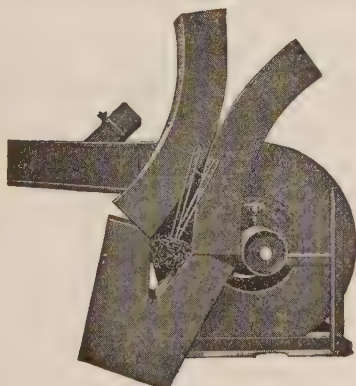


### HALL SPECIAL ELEVATOR LEG

This leg is not a new departure—not an innovation—not an experiment. It is refinement. It is an assembled device. A complete machine, its parts scientifically arranged and proportioned with every element specially designed for perfect, maximum and uniform performance.

There is not so much difference between a "Hall Special" and the ordinary leg in the work it has to do. The difference is between organization and chaos in doing it.

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30 DAYS' TRIAL

## Dust is Dangerous to Health

There is no need to ruin your health or the health of your men by scooping grain in a dirty, dusty car. Our system is not only simple but effective.

You can load every car to full capacity with a Boss Air Blast Car Loader, without any scooping in the car. You can also clean the grain as you load if you desire. O. N. East, of Milmine, Ill., says it is superior to a regular grain cleaner.

We manufacture Stationary outfits for installation in elevators, also portable outfits with and without engines. Prices range from \$150.00 to \$1,185.00. They handle both EAR corn and loose grain. Write for Trial Offer and complete catalog. It will pay you.

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## The Automatic Dump Controller



A Good Business man gives his helpers the best, most up-to-date useful articles he can purchase with which they may perform their duties, with the greatest ease and in the shortest time.

In this way his people become more efficient and more valuable to him.

It is just as necessary for you to give your Friend Dump the most up-to-date and useful equipment with which he may perform his work, in order to procure the desired results in your business.

The McMillin Automatic Dump Controller is to your Dump what the Adding machine is to a Business man's Bookkeeper.

Send for Circulars.

**L. J. McMILLIN**

525 Board of Trade Bldg.  
INDIANAPOLIS, IND.

Tell us what you need for your Grain Elevator and we'll tell you where to get the latest and best.

## INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St.,  
Chicago

# What Would This Mean In Your Plant?

What would absolutely even and uniform grinding mean—continuous service—no tramping—substantial savings in power and lubricant bills—and absence of maintenance cost?

There's only one answer—profit—or more profit—or both.

Profit and more profit from feed milling is the substantiated record from every installation of a

## MONARCH BALL BEARING ATTRITION MILL

The Monarch is the "big stick" in the feed milling business. It drives out waste and expense, insures the automatic performance of pleasing and profitable results and helps in the cornering of custom and good will.

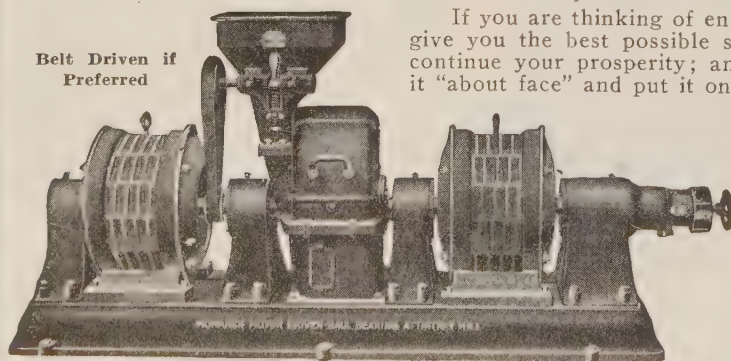
If you are thinking of entering the feed grinding business, The Monarch will give you the best possible start; if you are already in and prospering, it will continue your prosperity; and if your business is going down hill, it will turn it "about face" and put it on the up grade.

These are not only promises but proved facts, backed by a guarantee which means what it says from start to finish.

If this means anything to you, write for the catalog now.

**Sprout, Waldron & Co.**  
Milling Engineers

Main Office and Works, P. O. Box No. 26, Muncy, Pa.  
Chicago Office No. 9 So. Clinton St.



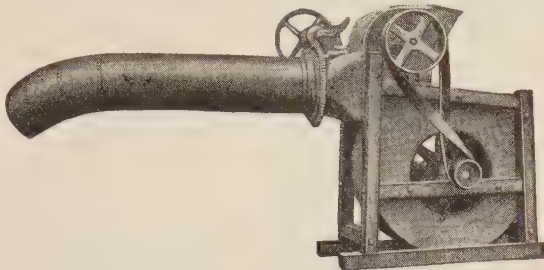
Belt Driven if  
Preferred



## CLEAN AND LOAD IN ONE OPERATION

To make the most money these days the grain elevator operator must operate his plant as economically as possible; he must ship the highest grain possible and it must be clean. To get the maximum in loading facilities and at the same time clean the grain loaded every elevator operator should install

The  
Combined  
Grain  
Cleaner  
and  
Pneumatic  
Car  
Loader



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you upon request.

Write for List and Circulars

MATTOON GRAIN CONVEYOR CO., MATTOON, ILLINOIS

## TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent

### CLAIM LOSSES

10,000 SHIPPERS  
Are now using them

Write for samples and prices



INTERNATIONAL SEAL & LOCK CO.  
Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., Chicago, Ill.

## Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER  
Box 404 South Bend, Ind.



## Bernert Grain Blower and Conditioner

Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with

one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.

The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

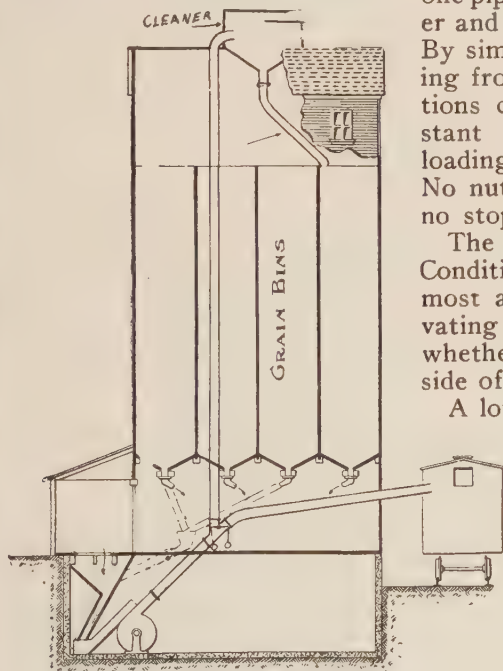
Grain is being received the same as with the

bucket system, spouted or dumped direct into the hopper of the machine.

For further information, write for catalog to the

**Bernert Mfg. Co.**

NORTH MILWAUKEE, WIS.



## Genuine Brown-Duvel Moisture Testers

One two, four or six compartments  
Electric, Gas or Alcohol Heated.

Our testers are shipped complete with Scale and all necessary supplies to make Moisture Tests.

Send postal for our new reduced prices and complete catalogue.



De Roo Grain Laboratories  
Flint, Mich.

## Greeting Cards

Keep up the Christmas Spirit with a message of cheerfulness, do it with holiday greeting cards. A complete set of samples, Business or Personal greetings, or both kinds with price list will be mailed promptly for your inspection.

The American Embossing Co.  
193-95 Seneca St. Buffalo, N. Y.

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES  
**Randolph Grain Driers**  
O. W. RANDOLPH CO. TOLEDO OHIO U.S.A.



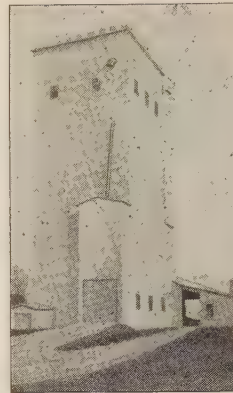
**GRAIN ELEVATOR BUILDERS****A Reduced Cost  
of Handling Grain**

makes the Best Elevator obtainable a profitable investment.

Ask for Suggestions on Saving Material, Power and Labor, before completing plans for your new elevator.

*30 Years Practical Experience*

**YOUNGLOVE CONSTRUCTION CO.**  
Sioux City, Iowa



THE illustration shown is of an elevator designed and built by us. May we build one for you?

*Write and tell us when to call and go over the proposition with you.*

**Corn Belt Engineering & Construction Co.**  
BLOOMINGTON ILLINOIS

Your Individual Needs are respected when your elevator is designed and built by

**W. H. CRAMER CONSTRUCTION CO.**  
NORTH PLATTE, NEB.  
Write for Details of Our System

**BIRCHARD CONSTRUCTION CO.**  
CONTRACTORS GRAIN ELEVATORS  
Mills and Warehouses  
Especially Designed for Economy of Operation and Maintenance  
704 Terminal Bldg. LINCOLN, NEB.

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**BUILDERS**  
OF

Modern Grain Elevators  
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**FEDERAL ENGINEERING CO.**

Designers and Builders—Grain Elevators, Mills and Warehouses  
TOPEKA, KANSAS

**A. F. ROBERTS**  
**ERECTS** ELEVATORS  
**FURNISHES** CORN MILLS  
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TISKILWA, ILL.  
CONTRACTS and BUILDS  
MODERN GRAIN ELEVATORS  
STORAGE TANKS and COAL POCKETS  
Plans and Estimates Submitted  
Correspondence Solicited

**R. M. VANNESS CONSTRUCTION CO.**

Engineers and Builders of

**MODERN WOOD and FIREPROOF ELEVATORS**

We furnish plans and estimates  
Room 3 Grain Exchange

Write us about your requirements  
OMAHA, NEB.

**D. F. HOAG & CO.**

Designers and Constructors of

**GRAIN ELEVATORS**

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**THE RYAN CONSTRUCTION CO.**  
SCHUYLER, NEBRASKA

We build Modern Fireproof Grain Elevators,  
Mill Buildings and Storage Bins  
SPECIAL ATTENTION GIVEN TO REPAIR WORK  
*Let Us Know Your Requirements*

**L. A. STINSON**

CONSULTING ENGINEER

H. E. GODFREY, Civil Engineer

Elevators  
Mills and Warehouses  
Complete

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O. H. HORNER ROY M. WYATT

**HORNER & WYATT, ENGINEERS**

Formerly Sherman Engineering Co.

Flour Mills and Grain Elevators

Warehouses, Power Plants  
and Industrial Buildings

Preliminary Sketches and  
Estimates

Valuations and Reports

421 East 11th Street  
KANSAS CITY, MO.



**Folwell-Sinks Form Lifting**

**JACKS**

For Grain Elevator and Silo  
Construction

Manufactured and Sold by

**NELSON MACHINE CO.**  
WAUKEGAN, ILL.

Patented

CHECK your reductions of pounds to bushels by using

**Clark's Carload Grain Tables**

New edition revised and enlarged.

**GRAIN DEALERS JOURNAL**  
Chicago, Illinois

**Drive**

Your business. Hitch up with an add in the Grain Dealer's Journal. You will then have a pleasant and profitable ride.



## GRAIN ELEVATOR BUILDERS

**The W. H. Wenholz Construction Co.**  
309 E. 4th Ave., HUTCHINSON, KANSAS

Contractors, Designers and Builders of  
Concrete or Wood Elevators  
JOBBER IN MILL AND ELEVATOR SUPPLIES



### Another Reliance Success

Elevators of our design and construction are the best endorsement of our work. We study your particular problems and build the elevator best adapted to your needs. Write us for further particulars.

**Reliance Construction Co.**

Board of Trade Indianapolis, Ind.



R. E. Jones C., Wabasha, Minn.

We have the most complete organization in the Northwest for the construction of

**GRAIN and COAL  
ELEVATORS**

**T. E. Ibberson Company**  
MINNEAPOLIS, MINN.



Design--Construction--Equipment of  
**GRAIN HANDLING PLANTS**

**HICKOK** Construction Co. MINNEAPOLIS **ELEVATORS**

**BALLINGER & McALLISTER**  
ENGINEERS AND CONTRACTORS  
Grain Elevators Driers Coal Chutes  
Wood or Concrete  
UNITY BLDG., BLOOMINGTON, ILL.

**W. C. BAILEY**  
Contracts and Builds  
**Modern Grain Elevators**  
We can furnish and install equipment in old or new elevators, guaranteeing greater capacity with less power, and positive Non-Chokable working leg.  
Let us show you  
433 Railway Exchange Bldg., OMAHA, NEB.

FOR  
**Concrete Elevators**  
**TOWNSEND B. SMITH**  
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**Concrete Grain Elevators**  
Designed and Built by  
**The Monolith Builders, Inc.**  
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**MACDONALD ENGINEERING CO.**  
DESIGNERS AND BUILDERS OF  
**GRAIN ELEVATORS**  
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149 California St. 53 W. Jackson Blvd. 90 West St.

**GEO. A. SAATHOFF**  
DESIGNER & BUILDER  
OF GRAIN ELEVATORS  
MAYER HOTEL PEORIA, ILL.

### Are you in the market for a modern country elevator?

If so our engineering department is at your service. Our record is written in 1200 successful plants. Write us your requirements.

**THE STAR ENGINEERING COMPANY, Wichita, Kansas**

### Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

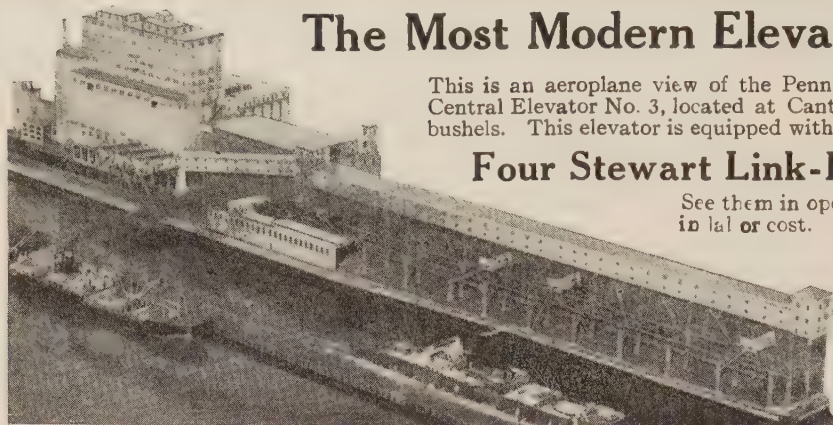
The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight. 4 lbs.

**Grain Dealers Journal**  
305 So. La Salle St. Chicago, Ill.



## The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

### Four Stewart Link-Belt Grain Car Unloaders

See them in operation and be convinced of their great saving in labor or cost.

**James Stewart & Co., Inc.**

Designers and Builders  
GRAIN ELEVATORS  
In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.

*"We have built for many of your friends. Eventually we will build for you. Why not now?"*

## GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

### Port Arthur, Ontario

FOR

The Grain Growers' Grain Company, Limited.

The Saskatchewan Co-operative Elevator Co., Limited.

The James Richardson & Sons, Limited.

### THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS  
Offices: Fort William, Ont., Duluth, Minn.  
Minneapolis, Minn.

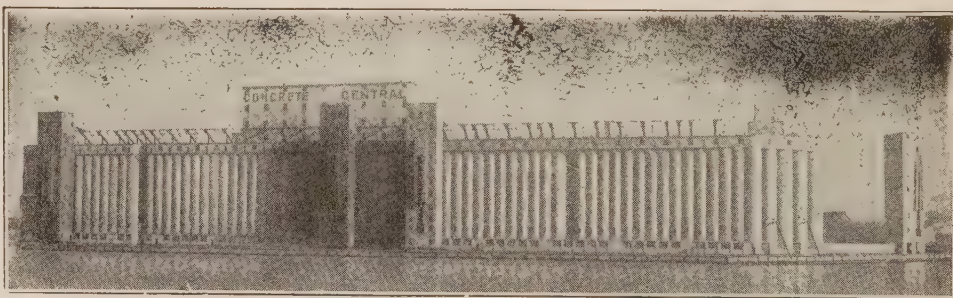


## Monarch Built Elevators

assure you economical design, first class work, efficient operation.

### SATISFACTION

Let us Submit Designs and Prices

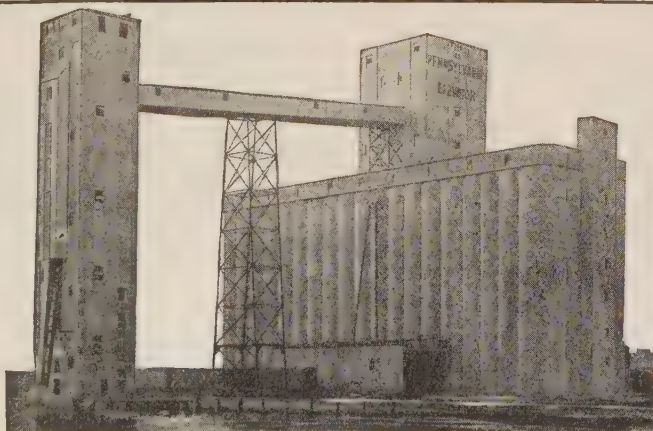


Concrete Centra Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

**MONARCH ENGINEERING CO.,**

**BUFFALO, N. Y.**



Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

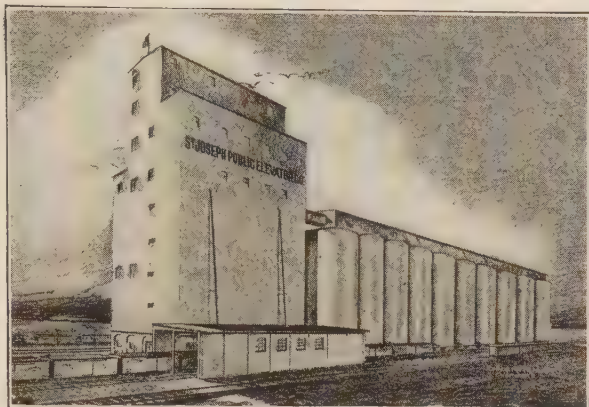
Designed and built under the direction of

## Folwell-Ahlskog Co.

McCormick Bldg. - Chicago, Ill.

Write us for Estimates and Proposals





## St. Joseph Public Elevator

St. Joseph, Mo.

## John S. Metcalf Co.

Grain Elevator Engineers

108 South La Salle St.  
CHICAGO, ILL., U. S. A.

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**Decatur Construction Co.**  
ENGINEERS AND BUILDERS  
OF GRAIN ELEVATORS  
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DECATUR ILLINOIS

### EFFICIENT ERECTING CO.

We make plans and build up-to-date  
GRAIN ELEVATORS AND MILLS

GEO. H. CRAIG

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204 Empress Bldg. Phone F. 282 DECATUR, ILL.

Builders of

GRAIN ELEVATORS and COAL POCKETS  
of the BETTER CLASS  
Special study given to each plant—Each  
plant fills the individual needs

### L. J. McMILLIN

ENGINEER and CONTRACTOR of  
GRAIN ELEVATORS

Any Size or Capacity

523 Board of Trade Bldg., Indianapolis, Ind.

### Brandon Construction Company

The Southeast's Foremost ELEVATOR BUILDERS

MARIANNA

FLORIDA

IF you wish to build your elevator  
right, my eighteen years  
experience is at your command.

### C. E. BIRD & CO.

MINNEAPOLIS

MINNESOTA

### HOLBROOK, WARREN & ANDREW

Successor to

Miller, Holbrook, Warren & Co.

Designing Engineers

Reinforced Concrete Elevators, Large or Small  
Millikin Building . . . DECATUR, ILL.

H. P. Roberts

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### Southwestern Engineering Company

Designers and Builders of

Modern Mills and  
Elevators

Flour Mill and Elevator Machinery

SPRINGFIELD, MO.

### Shippers

in the Northwest read this page;  
your "ad" will be read too if you  
place it here.

### GRAIN SCALE BOOK

Form 23 is an indexed receiving book which is a little better than the ordinary. Each man's loads are entered on his page and a 28-page index in the front enables you to locate any account immediately. Each page is ruled and has column headings as follows: L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; and Amount.

The book contains 252 pages and a 28-page index in front of the best grade heavy ledger paper, bound in heavy board with cloth sides and red keratol back and corners. Size of page is 10½ x 15½".

Below is a letter received from one user which testifies as to the serviceability of this book:

Farmers Grain & Supply Co., Ensign, Kansas  
Grain Dealers Journal, Chicago, Ill.

Feb. 19, 1921.

Gentlemen:—Please send us by parcel post one grain scale book form No. 23. This book is well made and stands up under the wear and tear of office routine.

Very truly, Farmers Grain & Supply Co.  
(Signed) C. T. Jones, Mgr.

To obtain a copy of the best grain scale book printed, order Form 23. Weight 5½ lbs. Price \$4.50.

**GRAIN DEALERS JOURNAL**

305 So. LaSalle St.

Chicago, Ill



*New York State Barge Canal Terminal Elevator now under construction*

**\$148,345.00 saved** by the State of New York in placing contract for this structure with us.  
ADVANCED METHODS—INTENSIVELY DEVELOPED ORGANIZATION—MADE THIS POSSIBLE

**FEGLES CONSTRUCTION COMPANY, Limited**

Minneapolis, Minn.

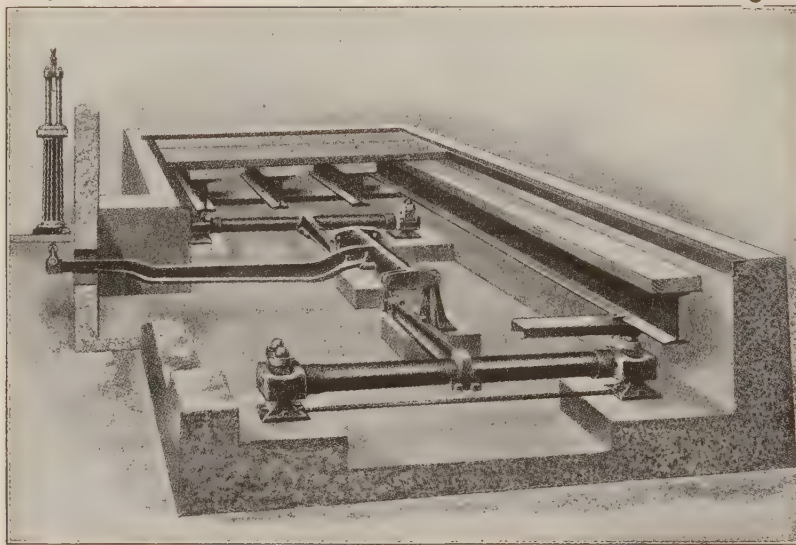
Fort William, Ontario



# Howe Ball Bearing Auto Truck and Wagon Scales

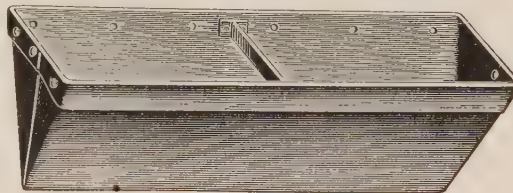
The cut below shows our **Special 10-Ton Auto Truck and Wagon Scale** for Country Elevators and Coal Yards. Platform 16x8 and Full **Heavy Steel Four I Beam Construction**, with Angle Iron Outside Frame.

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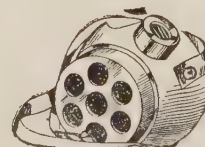
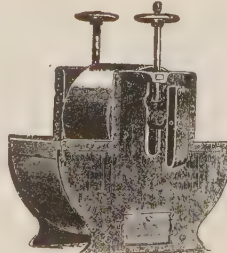
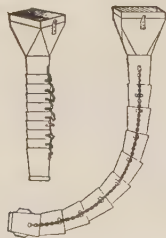
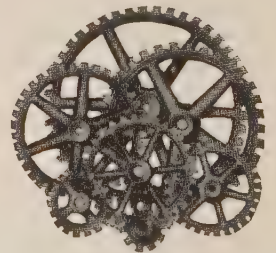


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Over **200** of these Special Scales sold in Nebraska and Iowa in 1920. Send for this list. Write users and get their opinions of this **Special Scale**.



Minneapolis V Buckets  
Salem & Empire Buckets, Large Stock



Dust Protectors



Complete stocks of all kinds of Pulleys, Belting, Sprockets, Loading Spouts, Grain Spouting and everything for a complete elevator. Write us.

**AMERICAN SUPPLY & MACHINERY CO.**  
OMAHA 1102 Farnam Street NEBR.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**SOUTHEASTERN NEBRASKA**—15,000 bushel capacity elevator; sixteen coal sheds. Good coal and feed trade. Good town. Price \$4,000. Address 47Q6, Grain Dealers Journal, Chicago, Ill.

**IOWA**—THREE elevators in north central Iowa for sale. All doing good business and in excellent territory. Price right. Write quick. Address 46M4, Grain Dealers Journal, Chicago.

**SOUTHERN INDIANA**—15,000-bushel cribbed elevator on private ground in County Seat town for sale. Good grain, flour and feed business. Address: A. H. Richner, Crawfordsville, Ind.

**MINNESOTA** elevator of 25,000 bushels capacity for sale or rent. Located on C. M. & St. P. Ry. Coal and Feed business in connection. Address J. J. Dobie, Mapleton, Minn. 46A13.

**ILLINOIS** elevator, located on I. C. R. R. Good condition, excellent location, large territory. Full particulars and description upon inquiry. Address 47P14, Grain Dealers Journal, Chicago, Ill.

**CENTRAL INDIANA** 50,000 bushel modern elevator for sale. This elevator is well built and is located in best grain section of the state. A splendid proposition. Address 47R10, Grain Dealers Journal, Chicago, Ill.

**WEST CENTRAL OHIO** elevator and residence for sale at a bargain. Handle on an average of 65,000 bushels of grain annually, also side lines. \$7,000 will take it. Address 47R30, Grain Dealers Journal, Chicago, Ill.

**COLORADO**—A fifteen thousand bushel modern, up-to-date elevator for sale in Eastern Colorado. Large acreage; good crops; no competition. Side lines coal, flour and feed. Address 47R11, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Elevator in best wheat belt in Kansas. 15,000-bushel house. Crops in fine condition. \$3,000 quick sale. Address 46J28, Grain Dealers Journal, Chicago, Illinois.

**MARYLAND** elevator 16,000 bu. capacity and large feed warehouse for sale. Two dwellings included. Located at Linwood and is best equipped one in western Maryland; on main line of Western Maryland R. R., near Baltimore. Address C. M. Horst, Hagerstown, Md.

**CENTRAL KANSAS** elevator, in both wheat and corn belt, for sale at \$10,000.00. No trades. Elevator and warehouse iron clad, built in 1912, excellent construction, good repair, capacity 20,000 bushels. Equipped with both motor and engine, car puller, cleaner and loader. Separate cement block engine room. Have shipped 36 cars since July 1st of this year, and half of the wheat back yet; also excellent corn crop already made. Good competition. Address 47S12, Grain Dealers Journal, Chicago, Ill.

**NORTHERN ILLINOIS**, Ogle County, 10,000-bushel elevator handling 200,000 bushels of grain annually, for sale. Equipped with Howe Dump Scales, 8 h.p. International engine, grain cleaner, seed mill. Office attached to elevator—both electrically lighted. Located on the C. & G. W. Ry. on railroad ground. Warehouse for seeds, feed, cement, 300-ton coal shed, one enclosed and one open lumber shed, one lumber and lathe shed, small enclosure for wire goods, posts, etc., good wagon house and barn. Have handled over 40 carloads of merchandise annually for the past five years. Strictly modern eight-room house surrounded by fruit trees. Terms for half purchase price of this business property and home. This is a paying proposition and priced right. The owner must go West for his health. Address 47Q22, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**FOR SALE or Lease**—Modern grain elevator in good corn territory in red clay section of North Florida. Write to Jefferson County Products Co., Monticello, Fla.

**WESTERN IOWA**—TWO elevators at adjoining stations handling grain, coal and feed. One man can handle both with helper. Both modern equipment, and big grain stations. Address 46M7, Grain Dealers Journal, Chicago, Ill.

**TEXAS**—Rio Grande Valley, irrigated, no crop failures. For sale: 25,000-bu. ironclad elevator, large two-story feed warehouse annex, equipped with hand power elevator; plant electrically operated; handle flour, feed, seed; manufacture cornmeal; big established business; California climate, very healthy. Good reason for selling. Address Wm. J. Buttschau, San Juan, Texas.

**ILLINOIS** 20,000-bu. capacity elevator, located on C., B. & Q. R.R., for sale. Good coal and feed business in connection, with new feed house and coal storage. Elevator in fine condition and equipped with electric power, 2 dumps, 2 scales. Exceptionally fine location. Only elevator in town. Priced right. Address 47S15, Grain Dealers Journal, Chicago, Ill.

**10,000-BUSHEL** capacity elevator at Rock Port, Mo., for sale. In the heart of the corn belt. Flour, feed, coal business in connection. Dumps (wagon and truck), Fairbanks scale, cleaner, sheller. In good order. Real business, real town; no competition. Rock Port is Co. Seat of Atchison Co.; electric lights, good schools, paved streets. Price \$8,000; terms. Christian Bros. Merc. Co., Rock Port, Mo.

**CENTRAL ILLINOIS** elevator for sale; capacity 30,000 bu., handling 200,000 annually; equipped with a Richardson Auto. scale, 2 dumps, electric power. Office with 5 ton Howe scale, one inclosed lumber shed 40'x80', coal shed. Also 8-room house, with some fruit. Good reasons for selling. Address 47N12, Grain Dealers Journal, Chicago, Ill.

**OHIO'S BEST AND CLEANEST ELEVATOR.** One of the best grain points in the state. Will sell at less than cost of replacement today. 25,000 bushel capacity, steam power. One other elevator in town. Will handle around 150,000 bushels annually. Good side line business. Good, modern town, 3000 population. For further particulars write Box 459, Hicksville, Ohio.

**MONTANA**—Two good cribbed elevators each handling 100,000 bushels of wheat annually besides doing a good coal, retail feed and seed business. Elevators located in the Yellowstone Valley with both irrigated and dry land to draw from; never have had a failure of crops in this territory. Good reasons for selling. If interested write Box No. 1104, Billings, Montana.

## RECEIVER'S SALE OF TWO GRAIN ELEVATORS.

Pursuant to order of court, two modern elevators located in Marion, Indiana, a city of 30,000 population, in the center of a rich grain producing region, will be sold at public auction to the highest bidder, September 29, 1921, at 2 p. m., at the office of the Marion Co-operative Exchange, corner of Bradford and Branson streets, Marion, Ind. Built in 1919 with vitrified tile. Absolutely fireproof. Electric motor power, with complete equipment practically new. Coal yard in connection. Connected with four railroads: Big Four, Cloverleaf, Pennsylvania and C. & O. Going concern. One-half cash and one-half in six months. For further information address Byron A. Radabaugh, Receiver, Marion, Ind., R. R. No. 7.

## ELEVATORS FOR SALE.

**ALABAMA** elevator doing fine wholesale grain and feed business, in town of 20,000, for sale. Also corn mill. Address 47R23, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS**—Choice of one or two of five elevators near Champaign, Ill. All elevators are modern and located in good territory. Address P. O. Box 137, Champaign, Ill.

**MISSOURI**—13,000-bu. elevator for sale, on account of sickness. Handily arranged. Good corn crib, coal sheds and warehouse. Extra good business. Address 47S14, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—16,000-bushel steel sided electric power elevator. Will ship 175,000 to 200,000 bushels and side lines. Price on application. Address 47S1, Grain Dealers Journal, Chicago, Ill.

**NORTHERN INDIANA** elevator and implement business on main line of railroad for sale. Doing a good business; electric power. Must sell to dissolve partnership. Address 46L16, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS WANTED

**WANT TO BUY** country elevator or mill. Give full details. Address 47R4, Grain Dealers Journal, Chicago, Ill.

**AN ILLINOIS** elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**WILL BUY ELEVATOR** in Central Illinois showing good business. Address Box 375, El Paso, Ill.

**WILL BUY** elevators, lumber and coal yards showing good business. Address E. W. Davis, 513 N. Seminary St., Galesburg, Ill.

**ELEVATOR WANTED** to lease, by experienced grain man. Give full particulars in first letter. Address 47R18, Grain Dealers Journal, Chicago, Ill.

**WANT TO BUY FOR CASH**—Elevator in Northern Iowa, So. Dak. or Southern Minn. Must be a paying proposition. Address 47S5, Grain Dealers Journal, Chicago, Ill.

## ELEVATOR BROKERS.

**JOHN A. RICE** **ELMER N. SMITH**  
Elevator Brokers, Frankfort, Indiana.

**WANT TO HEAR** from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th St., Chippewa Falls, Wisconsin.

## CLAYBAUGH-McCOMAS

Offices  
Frankfort, Ind. Indianapolis, Ind.  
223 B. of T. Bldg. 601 Board of Trade.  
If you want to buy, sell or trade an elevator write us at either address.

**ALWAYS HAVE ELEVATORS** For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try to satisfy you.

**JAMES M. MAGUIRE,**  
432 Postal Tel. Bldg., Chicago, Ill.



## BUSINESS OPPORTUNITIES.

## A BARGAIN FOR QUICK SALE.

Fuel, Flour, Feed, Feed Grinding and Grain Elevator, also implement business if wanted, for sale cheap. Reason for selling, dissolving partnership. Address 47S29, Grain Dealers Journal, Chicago, Ill.

## PLANT OR INTEREST FOR SALE.

Complete new feed milling and mixing plant in eastern city of over 100,000 people, with own R. R. siding; milling-in-transit facilities available; good business, established many years ago and widely known. Is at limit of expansion for lack of capital. Will sell out entirely, part or controlling stock to get larger working capital. Worth investigating. Address 47Q1, Grain Dealers Journal, Chicago, Ill.

## FOR SALE.

An old established hay and grain brokerage and commission business located in a wide awake southern city of over 200,000 inhabitants. We sell hay and grain by circular letter throughout the territory, covering Southern Virginia, North Carolina, South Carolina and Georgia. Splendid opportunity for adding other lines such as cotton seed products, etc., and a couple of hustlers should make good. You would have a flying start by advertising yourselves as successors to us and using our lists of customers which it has taken years to develop. Senior partner dead and junior partner has an opportunity to develop another line in the far west. This business really requires two men. Will sell good will and permit you to call yourselves successors to us. The price includes complete office furniture, including two roll top desks, a Burroughs Adding Machine, Mimeograph, Addressograph, Royal Typewriter, Safe, etc. If you know something of the grain and hay game you should make good; if you don't, don't fool with it. Price three thousand dollars, all cash. This paper will speak well of our general reputation. Address 47S16, Grain Dealers Journal, Chicago.

## FARM LANDS FOR EXCHANGE.

WILL TRADE 240 acre farm and valuable town property for elevator in North Dakota or Minnesota. F. J. Johnson, Menahga, Minn.

## OFFICE APPLIANCES.

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**USED CHECKWRITING** Machines, wholesale, retail, all makes. Dealers and corporations needing one to fifty.—write me. R. B. Allen, 519 Farnham Building, Omaha, Nebraska.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## SITUATIONS WANTED.

**WANTED**—Position as grain buyer or helper. Address F. C. Dewey, Waterbury, Neb.

**POSITION WANTED** as manager of grain elevator; experienced; can furnish best references. Vincent Poelma, Solomon Rapids, Kans.

**WANTED**—Grain, Lumber and Implement man, 10 years' experience, wants position in central or western Kansas. Address 47Q17, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as Manager of Farmer's Elevator; 15 years' experience in Illinois; now employed but wish to change Nov. 1st. Best references. Address Box 164, Paxton, Ill.

**WANTED**—Position as Manager for Farmer's Elevator by experienced grain man. Best of references. No dead ones need answer. Address Mason B. McVeigh, New Sharon, Iowa.

**POSITION WANTED** as traveling solicitor or manager of country elevator; 24 years of age; commercial high school graduate. Several years' experience. Can furnish good references. Prefer Southwestern states. Address R. H. Barnes, Jr., Queen Anne, Md.

**MANAGER** with over 7 years' grain business experience and over 20 years' milling experience wishes a position as manager of a Farmers' Elevator Co.—any state or any size plant. Salary must be \$1,800.00 per year or more. Address W. H. Sample, Minier, Ill.

**WANTED**—Position by one who doesn't work hours but bushels. Experienced as auditor, traffic man, salesman and recently manager of thirty-five grain buyers. Financial depression took my position. Married; 33 years old. Good references. Address 47S19, Grain Dealers Journal, Chicago.

**GRAIN BOOKKEEPER - ACCOUNTANT**, thoroughly experienced in all departments of the business, and capable of taking entire charge of office, is available for position in any terminal market. First-class references in Minneapolis grain trade and elsewhere. Address P. O. Box 434, Minneapolis, Minn.

**WANTED**—Position as Manager of line house or farmers' elevator doing a good business—Nebr., So. Dak. or No. Kansas. Prefer wheat territory. Familiar with selling end of the trade. At present employed with big farmer's concern but desire a change. Married; 15 years' experience with all kinds of grain. Can make change on 30 days' notice. Address 47S8, Grain Dealers Journal, Chicago, Ill.

**ASST. MGR.** position with Farmers Elevator or Line House wanted, or as second man where manager needs help with books. Handy with tools and machinery. Wages reasonable. Married. Four years' experience as manager. Prefer Illinois or Wisconsin, in town with good school. Address 47R21, Grain Dealers Journal, Chicago, Ill.

**MAN WITH TWENTY** years' experience in the grain business wants position with good firm. Have managed Line and Farmers' elevators; familiar with side lines. Capable of handling branch office, or road position; traveled one season. Now employed—good reasons for desiring change. Address 46L31, Grain Dealers Journal, Chicago, Illinois.

## HELP WANTED.

**WANTED**—Good live, experienced man to take a working interest in well established, rapidly growing seed business. Plant equipped with best new and modern cleaning machinery. Located in the heart of the clover seed producing section of Minnesota. At present handling all seeds, grain, potatoes and machinery. Investment absolutely secured. For details address 47P7, Grain Dealers Journal, Chicago, Ill.

## MISCELLANEOUS.

**FOR SALE**—Pulleys—1,000. ALL sizes, solid cast iron, wood and steel split. Standard Mill Supply Co., Kansas City, Mo.

**THE LA RUE FARMERS EXCHANGE CO.**, La Rue, Ohio, is now ready to ship hay. They will be glad to receive bids from dealers who wish to buy.

**REPLY REGARDING MY AD.** I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

10,000 elevator brooms. Will sacrifice at half cost price. 50c apiece in lots of 100 only. Wire your orders before the stock is gone.

Jos. Werner,  
70 Pliny Street, Hartford, Conn.

## PARTNERS WANTED.

Active partner with Chicago membership and capital, to join established commission firm. Must have cash grain experience. Address 47S6, Grain Dealers Journal, Chicago, Ill.

**STOP!** If our ad runs any longer we will have to refuse to let the mailman in. As it is we have had to put on two extra stenographers just to answer queries.—W. K.

## Life or Death Success or Failure

In both cases consult a specialist. Fifteen years experience with sick grain and milling locations. Results guaranteed to increase your profits or money refunded. For terms and reference address

**F. J. RINEHART**  
UNIOPOLIS, OHIO

Since 1893  
28 Years  
Manufacturers  
of Scales



## COLUMBIA MOTOR TRUCK SCALES

Are the BEST—"SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market. COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago. THERE MUST BE A GOOD REASON.

Telephone Albany 4  
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## COLUMBIA SCALE COMPANY

F. Beuckman & Son, Props.

CHICAGO, ILLINOIS

Save money and send for list of our guaranteed rebuilt scales. All makes and capacities. Tell us what you want. Let us repair your scales—any make. We also carry parts. Finest equipment for scale work in Chicago.



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FOR

### Carlot Grain Handlers

**Clark's Fractional Values:** This table is on heavy cardboard. Size 9½x11 inches, showing the value of any quantity from 1 to 50,000 bushels, at ¼, ⅓, ½, ⅔, ¾ and ⅞ cents. The amount of bushels is shown in red and the value in black. They are the most conveniently arranged tables for showing fractional values or bushels. Price 25 cents.

**Clark's Freight Tables:** Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25 cents.

**Triplacating Confirmation Blanks** will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in press-board with two sheets of carbon, size 5½x8 inches, 90 cents. Order Form No. 6CB.

**Baugh's Grain Export Calculation Tables** is a new book published to overcome the inadequacy of existing tables in these days of wide fluctuations in commodity prices and exchange rates. Book is arranged by commodities, wheat, corn, oats, rye, barley, peas and oil cake, each section covering all the countries involved. Book is well printed on ledger paper, having 104 pages, bound in flexible leather. Price \$15.00.

**Clark's Double Indexed Car Register:** Is an index designed to afford ready reference to the entry or record of any car. Facing pages 11x16 inches of heavy ledger paper are each ruled into five columns, those on the left being numbered 0, 1, 2, 3 and 4, while columns on the right are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record." The marginal index figure represents the right hand or unit figure of the number entered, while the column heading is the second or tens figure. The required number can be instantly found if properly entered. Form No. 40, with space for 12,000 cars, \$2.00. Form No. 42, with space for 21,600 cars, \$3.00.

**Purchase & Sale Contracts** is a new book, designed to meet an ever increasing demand for a record which will enable the dealer to balance his purchases and sales contracts to determine instantly whether he is long or short. Left hand purchase page column headings are: Date, From Whom, Bot, Bushels, Grade, Delivery, Price, By Whom, How and Remarks. Right hand sales page column headings are: Date, To Whom, Bushels, Grade, Shipments, Price, By Whom, How and Remarks. Book contains 80 double pages, size 8½x14 inches, ruled and printed on heavy ledger paper and well bound in heavy canvas. Order Form 18 P&S. Price \$2.75.

**Clark's Decimal Grain Values:** Saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 cents to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09 per bushel; for wheat, clover, peas and potatoes, 30 cents to \$1.59 per bushel; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form No. 36. Price \$6.00.

Use Universal Grain Code and Reduce Your Telegraph Tolls.

GRAIN DEALERS JOURNAL,  
305 So. LaSalle St., Chicago, Ill.

## MACHINES FOR SALE.

**FOR SALE**—28½ ft. 7 in. black well casing at reduced price. Suitable for loading spout. Write J. S. Cameron, Elliott, Ill.

**FOR SALE**—Ellis Grain Drier; perfect condition; right size for elevator or mill. Bargain price. The Lena Grain Co., Conover, O.

**FOR SALE**—One No. 54 Combination Western Cleaner; cleaned 400 bu. grain. Guaranteed as good as new. Box 147, Valparaiso, Ind.

**FOR SALE**—Several No. 8 Boss Car Loaders good as new—complete ready to install. Address A. H. Richner, Crawfordsville, Indiana.

**FOR SALE**—1 Grain Cleaner, 100 bu. capacity; 1 14" Meadows Burr; 1 20" Nordyke & Marmon Burr; 1 two-hole Power Corn Sheller. In A1 condition. Bohannon & Son, Richland, Mo.

**FOR SALE**—One Boss Car Loader complete, \$50.00; one Barnard & Leas Size 1 Corn Cleaner, in good condition, \$75.00. Address 47N18, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Durable wire rope for car shovels; cast or plow steel. Manila rope, elevator buckets and everything in elevator supplies. Standard Mill Supply Co., Kansas City, Mo.

**FOR SALE**—1 used Emerson Kicker; 3-shoe, hand power, with all necessary appliances. In perfect condition. Guaranteed. Will sell cheap. Apply Texas City Board of Trade, Texas City, Texas.

**FOR SALE**—New, never used No. 116 Clipper Seed Cleaner; crated; latest model; complete set seed sieves. Not used owing to illness of seed man. Will go at 10% less new list price, guaranteed in perfect condition, f. o. b. cars Brillion, Wisconsin. Brillion Mill & Elevator, Brillion, Wis.

**FOR SALE**—One King Buckhorn Machine, Model M, the practical size for the seed dealer that handles seed in large quantities. This machine is practically new, having cleaned less than 300 bu. seed, and is in first class order. Our seed crop is a failure this year and will not need this machine. Will sell it at a great sacrifice if sold at once. If interested write O. L. Barr Grain Co., Bicknell, Indiana.

### FOR SALE

One 2 pair high 6x20 new roller mill.....\$455.00  
Two 25 h. p. Mogul, special electric engines, run six months, each..... 450.00  
One 300 bu. Monarch Hopper Scale..... 80.00  
One 50 bu. Monarch Hopper Scale..... 60.00  
One 150 bu. Monarch Hopper Scale..... 65.00  
One 150 bu. Howe Hopper Scale..... 90.00  
One 300 bu. Fairbanks Hopper Scale..... 120.00  
The White Star Company,  
209-211-213 North St. Francis, Wichita, Kans.

**PORTABLE ELEVATOR** and equipment for sale. I have for sale a complete outfit for loading grain in the car where no elevator is available. It includes one 32-foot portable John Deere grain elevator and loader, one 5 h. p. Waterloo engine, moisture tester, dockage sieves, tester kettle, probe, about 500 sax, a complete set of books for the grain business; in fact I have an outfit ready for some one to start handling grain at once. Will load ear corn, wheat, shell corn or slack coal. This equipment is all in good condition, having been used to load about ten cars wheat last year. Will sell cheap if taken at once, as I have gone out of business. O. L. Barr, Bicknell, Ind.

### REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

Geo. J. Noth, Mgr.,  
9 S. Clinton St., Chicago, Ill.

## SCALES FOR SALE.

**FOR SALE**—One Sonander Bagging Scale; capacity 100 lbs.; in good condition. Address 47S9, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Richardson Automatic Portable Bagging Scale, used only 30 days; weighs 2 to 6 bushels; price \$325.00. S. M. Bishop, 1905 E. Main St., Richmond, Va.

**FOR SALE**—One Reliance Automatic Scale, capacity 250 lbs. per discharge, practically as good as new. Submit offers. Address Richardson Scale Company, 209 South State St., Chicago, Ill.

## SCALES WANTED.

**WANTED**—One 20-ton, 18 ft. platform wagon and truck scale. Address 47S30, Grain Dealers Journal, Chicago, Ill.

**WE ARE** in the market for one or two second hand, dormant dial warehouse scales; capacity 1,000 lbs., minimum platform measurements 4'x4'. Prefer Fairbanks or Columbia type. State price crated f. o. b. railroad, condition and warranty first letter.  
George O'Dwyer, Inc., St. Maries, Idaho.

## DYNAMOS—MOTORS.

**FOR SALE**—One Wagoner Motor, 15 h.p., single phase, 22 volts, 60 cycle 40°; perfect condition; price \$250.00. Address Jesse J. Culp, Warrensburg, Mo.

**FOR SALE**—One G. E. 55 h.p. compound D. C. motor, 845 r.p.m., voltage 220. Renders splendid service and good for many years yet. Address 47P15, Grain Dealers Journal, Chicago, Ill.

## OIL AND GAS ENGINES.

**FOR SALE**—15 h.p. Bessemer gas engine. \$125.00 will take it. Address 47Q5, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—One 45 h.p. Primm Fuel Oil Engine. Run less than 300 hours. Will sell at a reasonable price. If interested write Titus Bros., R. 6, Springfield, O.

**FOR SALE**—Used 25 h.p. Fairbanks-Morse type "N" gasoline engine. Can be equipped for kerosene. Cheap. Address 47Q8, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—40 h.p. Muncie Oil Engine, guaranteed running condition; airstarter and pump, Minster clutch, oil tank, all excellent condition. Invite inspection. Address Milford Grain & Mfg. Co., Milford, Ind.

## STEAM ENGINES WANTED.

**WANTED**—25 h.p. steam engine. Must be in good condition. Will buy at right price. J. G. Troester, 518 Brooklyn Ave., Sidney, Ohio.

## MACHINE WANTED.

**WANTED**—Twenty-six inch two or three pair high roll feed grinder. W. C. Mote, Laura, Ohio.

**WANTED**—Attrition Mill, 20" to 24". Electric driven. Direct connected. Motors three-phase, sixty cycle, 220 volts. Address 47S21, Grain Dealers Journal, Chicago, Ill.

## BARGAIN SALE ON SHELF-WORN BOOKS.

These books are slightly soiled and shelf worn. To clear out these books promptly we are offering them at greatly reduced prices.

**RAILROAD CLAIM BLANKS**—Two 411-A, for Loss of Weight in Transit. These books contain 100 blanks in duplicate, with 4 sheets of carbon paper bound in back. Corners of each book slightly bent. Order Form 4112-A. Price each \$1.50.

GRAIN DEALERS JOURNAL,  
305 South La Salle St., Chicago, Ill.



**BAGS—BAGGING—BURLAP.**

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.  
WM. ROSS & CO., 409 N. Peoria St., Chicago.

**WOOL WANTED.**

**ELEVATOR OPERATORS** who have wool to ship will find it to their advantage to tell the 6700 regular readers what they have to offer. An advertisement in this column will cost you but 25c per type line per insertion.

**SEEDS FOR SALE—WANTED**

**MILLET SEED** in car lots for sale. Early Fortune, Hog, Common (golden) and Siberian. Reimer Smith Grain Company, Holyoke, Colo.

**FOR SALE**—70,000 lbs. reasonably clean, bright, thresher run Sudan Grass Seed, sacked, uneven weighted. Lane & Sons Grain Company, Clovis, New Mexico.

**AN IOWA** elevator company used a six line advertisement in the "Help Wanted" column of the Journal in one issue. They write as follows: "You sure did earn your money. We had only 88 applications for the place."

## THE ILLINOIS SEED CO.

CHICAGO, ILL.

WE BUY AND SELL

## Field Seeds

Ask for Prices

Mail Samples for Bids

# USE THE Universal Grain Code

It reduces your telegraph tolls, protects your business secrets, prevents errors in transmission and misunderstandings.

Its 146 pages contain 13,745 code words, printed on bond paper and well bound in flexible leather. Price \$3.

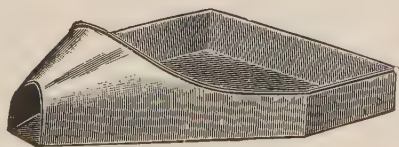
**GRAIN DEALERS JOURNAL**

315 S. La Salle St.

Chicago, Ill.

**YOU—**

Can find no present more acceptable to the progressive grain dealer than a paid up subscription the Grain Dealers Journal.

**SEED SAMPLE PANS**

Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.

Seed Size, 1½x9x11". Price \$1.65.

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## GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

..... bus. State.....

## Field and Grass Seed Trade Directory

**ATCHISON, KANS.**

Manglesdorf Seed Co., The, wholesale seeds.

**BALTIMORE, MD.**

Wm. G. Scarlett &amp; Co., wholesale seed merchants.

**BUFFALO, N. Y.**Stanford Seed Co., Inc., The, wholesale field seeds.  
Whitney-Eckstein Seed Co., wholesale seeds.**CHICAGO, ILL.**Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.**CINCINNATI, OHIO.**

McCullough's Sons, The J. M., field and garden seeds.

**CONCORDIA, KANS.**

Bowman Bros. Seed Co., field seeds.

**COUNCIL BLUFFS, IOWA.**

Ouren Seed Co., field seeds.

**CRAWFORDSVILLE, IND.**Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.**ELKHART, KANS.**

Muncy &amp; Carson, grain and seeds.

**KANSAS CITY, MO.**Peppard Seed Co., J. G., wholesale seeds.  
Tobin Seed Co., alfalfa—bluegrass.**LOUISVILLE, KY.**Hardin, Hamilton & Lewman, grain & field seeds.  
Louisville Seed Co., clover & grasses.**MERIDIAN, MISS.**

Kimbrough Mitchell Seed Co., Southern seeds.

**MILWAUKEE, WIS.**Courteen Seed Co., field seeds.  
North American Seed Co., wholesale grass & field seeds.**MINNEAPOLIS, MINN.**

Dickinson Co., The Albert, seeds.

**NEW YORK, N. Y.**Julius Loewith, Inc., grass & field seeds.  
Nungesser-Dickinson Seed Co., wholesale seed merchants**PHILADELPHIA, PA.**

Philadelphia Seed Co., Inc., The, wholesale field seeds.

**ST. JOSEPH, MO.**

Mitchellhill Seed Co., clover, grasses, sorghums.

**ST. LOUIS, MO.**

Manglesdorf, Ed. F. &amp; Bro., wholesale field seeds.

**ST. PAUL, MINN.**

Jameson Hevener Co., shippers of field seeds.

**TOLEDO, OHIO.**Churchill Grain & Seed Co., field seed, pop corn.  
Flower Co., The S. W., seed merchants.  
Hirsch, Henry, wholesale field seed.  
Toledo Field Seed Co., The, clover, timothy.**HAY WANTED.**



# SEEDS FOR SALE—WANTED

## The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited Send us your sample,  
TOLEDO, OHIO

## Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA

Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

## The S. W. Flower Co.

WHOLESALE  
FIELD SEED  
MERCHANTS

SPECIALTIES  
RED CLOVER, TIMOTHY  
ALSIKE  
TOLEDO  
OHIO

## The Stanford Seed Company, Inc.

Wholesale Field Seeds :: BUFFALO, N. Y.

## WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants

BUFFALO, N. Y.

CORRESPONDENCE INVITED

We Buy **SEEDS** We Sell

J. G. PEPPARD SEED CO.  
Kansas City, Mo.

## North American Seed Co.

WHOLESALE GRASS & FIELD SEEDS

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"THE HOUSE OF QUALITY"

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SEEDS

Julius Loewith, Inc.

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We are now prepared to accept orders for both

TOBIN SEED CO.

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**GRASS and  
CLOVER SEED**

Buyers and Sellers of Timothy, Red Clover,  
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NUNGESSER-DICKINSON SEED CO.  
New York, N. Y., U. S. A.

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SEED CO.** Milwaukee,  
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Clover, Timothy, Grass Seed  
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RED TOP AND ORCHARD GRASS

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OF ALL VARIETIES FIELD SEEDS

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FIELD SEEDS

Crawfordsville

Indiana

**The Albert Dickinson Co.**  
MINNEAPOLIS CHICAGO

CEDAR RAPIDS, IA.—It is hard for anybody who has been at one time in the grain business to be without your valuable paper.—H. J. Minehart.

## HENRY HIRSCH

WHOLESALE FIELD SEEDS

CLOVER—ALSIKE—TIMOTHY—ALFALFA

Our Specialty

All Other Field Seeds

TOLEDO - - OHIO

## The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,

Soudan Grass, Millet, Rape.

ATCHISON

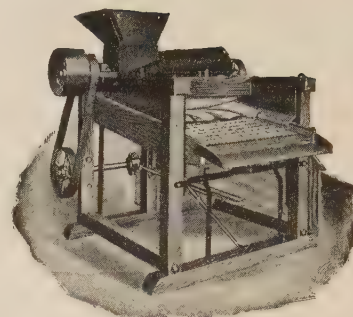
KANSAS





Victor Corn Sheller  
Standard Sheller of the World

44  
Different  
Styles and  
Sizes to  
Select  
From



Little Victor Combined  
Corn Sheller and Cleaner

## Corn Shellers and Cleaners

### That Possess Many Features of Great Importance

The No. 1 Little Victor Combined Corn Sheller and Cleaner, illustrated above, can be placed in a small space 4'-9" by 4'-5" and will shell and thoroughly clean in one operation, 60 to 75 bushels of corn per hour. The largest size machine will shell and clean 125 to 150 bushels per hour.

The most valuable feature of importance incorporated in this and the two cleaning machines, shown at bottom of page, is our PATENT FINGER SIEVE which absolutely prevents choking and cleans thoroughly.

After being separated from cobs, husks, etc., the corn passes through a strong current of air, which takes out all chaff, silk and other light impurities, leaving the corn perfectly clean.

The two corn cleaners shown at bottom of page are made to clean only. The Little Victor machine is made in two sizes, with capacities of 60 to 150 bushels per hour. The Barnard-Cornwall machine is made in six sizes, with capacities of 175 to 2,000 bushels per hour.



# BARNARD & LEAS MFG. CO.

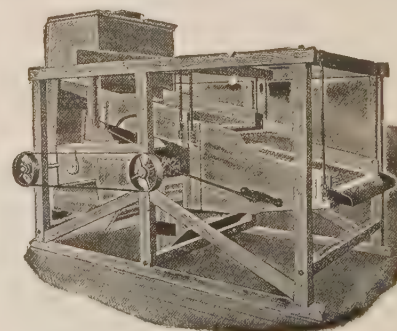
MILL BUILDERS AND  
MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



Little Victor Corn Cleaner  
With Patent Finger Sieve

Write  
for Special  
Bulletin  
No. M-16  
For Full  
Details



Barnard-Cornwall Corn Cleaner  
With Patent Finger Sieve



## GRAIN DEALERS JOURNAL

305 So. LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.25; to Canada and Mexico, \$2.75.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, SEPTEMBER 10, 1921

RENDERING account sales promptly would hold a lot of trade which is now estranged by unreasonable and unfair delay. Try it.

COAL BINS and cob bins are visited so often with fire credited to spontaneous combustion it is of special advantage to set them as far from the elevator as possible and thus reduce the exposure hazards of the elevator and its contents.

WHEAT SHIPPERS who are disgusted with the extortion found in the Government's scale of discounts for off grades still being used by some buyers, can have their grain sold at its true market value by consigning it to a live commission merchant in any of the central markets.

SALVAGE GRAIN can not be considered merchantable by dealers in natural grain, and its acceptance can not be forced on contracts for natural grain. Anyone who attempts to deliver salvage on grain contracts without notice to buyer is clearly guilty of deception and fraud. Few grain dealers have facilities for handling or disposing of fire damage grain, so would be foolish to accept it.

FORCING a large percentage of any crop of grain onto the market with a rush can not help but depress prices, even in normal times. But when money is high and hard to get and all speculators are kicked right and left by everyone, men with nerve enough to carry grain over night are scarce. Farmers who hold some of their wheat for a time can not lose.

FROST is in the offing; snow is mentioned in the weather reports. But one of the big corn crops of history is gliding easily before a gentle breeze blowing straight into the harbor of satisfactory maturity. Soft corn is not a bugaboo to cause farmers and grain dealers to lie awake nights this late summer of 1921.

DEFECTS in construction or arrangement of grain elevators would soon be reduced if all sufferers would make it a common practice to point out such defects as are developed by their own experiences. A man who hides his knowledge of a structural failure does not help his own company or himself, but he does keep thousands of other dealers from profiting by his experience. The sooner the grain dealers of the land have a common knowledge of the failures in construction and arrangement, the sooner will all be able to guard against the common pitfalls.

FINANCIAL statements are frequently seen that furnish perfect examples of the well known Chinese puzzle. They represent the work of persons who as accountants are expert blacksmiths, and give about as much information to the average man as would a dissertation on the theory of relativity. Confusing and obscure entries may not be made with intent to deceive but a lot more confidence will be created by putting things down for what they are, leaving fanciful labels to the manufacturer of cosmetics. Business men want facts, and bankers will be more willing to lend money when the financial statement speaks in plain terms.

CONCRETE ELEVATORS are susceptible to the attacks of the forked gentlemen from the skies. They are not wholly immune from the visitations of the agency which B. Franklin brought to the understanding of man thru the medium of his famous kite. This is demonstrated by the recent striking of a Missouri elevator, as described in an article in this number of the Journal. However, this instance does not offer enough evidence to justify the conclusion that properly reinforced elevators are not practically safe against lightning; and it does show them to be much safer than wood structures. This house did not burn. Does any one know of another case of damage by lightning to a reinforced concrete elevator?

COUNTY AGENTS were first established to assist in the problems of farm production and were generously supported by grain dealers in many sections of the country, but wherever they have deserted this work and engaged in the business of buying merchandise or selling farm products they have lost the support of the grain dealers and sacrificed all claim to any of the taxpayers' money. If the present generation of farmers is to profit by the splendid work of our agricultural experiment stations and colleges then the results of their investigations must be carried to the farmers of today thru county agents or some other active educational agency. The agricultural colleges do not deal with business problems and the county agents do not understand them, hence should not be permitted to bungle business affairs by mixing in.

AT LEAST 5 years 9 months and 5 days remain until signers of the grain growers contract can terminate it in the manner therein provided. The World War did not last that long.

"MISLEADING AND DECEPTIVE" are the terms employed by Minnesota's Security Commission in denying the Farmers Finance Corporation, a subsidiary of the U. S. Grain Growers, permission to sell \$750,000 of "preferred" stock in that state. The blue sky laws of some states seem to provide real protection to unsuspecting investors.

THE ANNUAL safety congress of the National Safety Council will be held in Boston the last of this month in hope of devising means to reduce our loss of 55,000 lives sacrificed annually to accidents. If you are willing to help, cover the set screws on your shafting and safeguard every piece of moving machinery so the lives and limbs of those near to you will be protected for further, usefulness.

BUSINESS MEN, whether country grain dealers or city bankers, need backbone. Too many of them fear to call their business their own. Mobs are in control of the functioning of our business processes just as surely as mobs ever lynched a suspected culprit, and until business men stand forth boldly for their rights the mob spirit fostered by unscrupulous agitators and demagogues will continue to dictate the policy of American institutions.

GRAIN EXCHANGES in Minnesota will be required, beginning Oct. 1, to make daily reports covering each transaction in futures and cash grain on track, and on sales to arrive to designate where the grain is located. The reports must be made to the Railroad and Warehouse Com'n of the state, under an order recently issued by it. Just what useful purpose is this duplication of effort expected to accomplish? Grain exchange members already make reports of their trades to their organization. For statistical purposes the data is always available, and in case of dispute or other legitimate requirement the files of the organizations are accessible to interested inquirers. Is it possible that still more unnecessary jobs must be created to care for the "faithful."

THE GREATEST menace to the grain trade is not high freight rates or any other autocratic regulation or extortion, but the silent indifference of the average grain dealer to what is occurring in the business and political world directly affecting his business. Unless a man reads carefully and keeps posted regarding the various factors making for the promotion or destruction of his business he cannot hope to take advantage of the one or defend himself from the other. The close students of any business must as always continue to be the most successful in their lines. The dealer who gives his time and strength to manual labor may save the wages of one workman, but at the same time he deprives his own business of more intelligent direction as well as surer and greater profits. If you are not interested in the problems of your business, better change your vocation before your creditors find it out.



NEW compensation laws in some of the states make it necessary for every employer of labor to insure his helpers against accidents of every character, lest he be put out of business by a trivial accident.

LAST SPRING a freight car jumped the C. M. & St. P. tracks at Meckling, S. D., and wrecked an elevator. Inasmuch as the house stood on railroad right of way and the lease made the elevator owner responsible for everything done by the railroad and its employes, he has not been able to collect any damages. The C. M. & St. P. Claim Agent has always been so generously fair with the shippers along that line, the wonder is all have not moved to some other line.

FREQUENTLY there appears in print something about another surgeon who has tried, or who expects to try, to substitute one of the vital organs of an animal for the corresponding organ in a living human. That's nothing. About every so often the grain trade is forced to go under the knife while some rule of grain grades is excised and a new one grafted in its place. Physicians in the northwest are to make another diagnosis. Some of these times the patient, Uniform Grades, will fail to survive the anaesthetic.

THE MAKING of public improvements is proposed by many as a means to minimize in part the unemployment that is expected to exist this winter. There is some merit in the proposal, but public improvements must be paid for by taxation; and increased taxation will only aggravate the difficulty. Why would it not be sensible to work out a plan to hold up public improvements in prosperous times, planning the work but keeping actual construction in abeyance until it is needed to fill in the gaps caused by slumps in private activity? Such a plan would have the effect of reducing the cost of all construction because it would keep the public work out of material and labor markets in boom times when the demand from other quarters is heavy.

FINDING the best market for the grain he has to sell is part of the service the grain dealer renders to his community. It is not sufficient for him to continue to consign his shipments to one or a few markets without first confirming his opinion that these are the best markets available. He must study to develop new connections when it is to his profit to do so. The advertisements of grain receivers help him in this. He should read those messages and investigate any that give promise of making him a better grain dealer. Is there any shipper of grain who does not do this? Does every shipper make it his practice to communicate with advertisers in the Journal whose announcements indicate their ability to pay him a better price for his grain? He should do this. Receivers use the advertising pages to make their needs known to him. And, did any dealer ever reply to an advertisement found in the pages of the Journal and fail to receive a courteous reply. It is not believed that this has ever happened or that it will ever happen. Read the advertising pages and get in touch with the advertisers. It will prove profitable to you.

THE CAUSE of high railroad rates goes far back of high labor costs incident to the war. It is rooted in the individual method of thinking that makes it possible for a legislature composed largely of farmers to enact by a large majority vote a law compelling railroads to build sheds over rip tracks to protect car repairers from the sun. Now, who would expect a farmer to fear the effect of the sun's rays? It was not the sun those legislators were thinking of but the fallacy that it is all right to make the railroads build things, even when we know the expense must be paid by its patrons.

PUBLIC OFFICIALS owe a duty to study carefully their utterances on matters that affect the common good, in order that they may guard well against misstatements. Certainly they should not seize upon things which are plainly erroneous just because the error happens to serve their own purpose better than the truth. A case in point is the action of a Minnesota inspection official who commented on a statement wrongfully alleged to have been made by the Minneapolis grain supervisor relative to a saving farmers will realize as the result of the change in the size of perforations in corn grading screens. Any person who will give the matter a moment's thought will recognize that nothing like fifty millions of dollars will be saved to sellers of grain annually by a change so slight as one of 2/64 of an inch in the measurement of these perforations. Little corn will be affected other than that which has been over dried; and no corn is dried before farmers sell it. Therefore, it is difficult to understand how this change will affect farmers in the least. Objections against federal standards should be based on fact, not fancies.

REBATING by co-operative concerns of commissions earned on carload shipments of grain sold by their representatives on the grain exchanges will not be permitted on the Kansas City Board of Trade until a test case brot by three members of the organization has been decided by the federal court. The suit is reported elsewhere in this number of the Journal. What the Miles Law seeks to accomplish in Missouri with reference to rebating of commissions the Capper-Tincher Law undertakes in every state, so that if declared unconstitutional in principle the precedent will nullify the United States "Future Trading Act." Several interesting points of law may come before the court. Hitherto the position has always been that the members of the Exchanges are individuals and their selling service on the Exchange is a personal service, the price of which they can fix the same as a labor union fixes the price of a day's work. The Miles and Capper bills are the same in effect as if the law gave the farmer the privilege of joining a labor union and working for half the union wage. If the members of the exchanges could be held to be independent business men manufacturing brick it would be an unlawful restraint of trade for them to agree to maintain a fixed price; but as stated in the foregoing, they are neither manufacturers nor dealers, but personal servants.

## Secretary of Agriculture a Bucket-Shop Detective.

The Chicago Board of Trade has spent an immense amount of money to put a stop to illegitimate speculation and to gambling on grain quotations in bucket-shops, and has succeeded in closing most of the fly-by-night brokerage firms and even in cutting down the volume of speculation on the Board of Trade itself until brokers are complaining that the volume of "outside trade" is too small.

Under the Capper-Tincher law all the burden of detecting bucket-shops and the vast expense will devolve upon the Federal government.

Sec. 5 requires the Sec'y to determine whether any so-called grain exchange is handling sufficient real grain to warrant granting a license to deal in futures. Under this rule some of the smaller Exchanges and the Chicago Open Board of Trade could be denied a license within the discretion of the Sec'y.

Sec. 8 authorizes the Sec'y to make such investigations into the operation of alleged bucket-shops; and Sec. 12 authorizes him to hire detectives and pay their traveling and other expenses.

This movement is right in line with other extensions of the federal activity to regulate the morals of the people. Besides the legitimate employment of detectives to prevent fraud on the revenue the government has spies to enforce the Mann Act, to prevent oleomargarine being colored yellow, and a bunch of sleuths to enforce the bone-dry law. To this the Tincher act adds another crew of spies to keep the public from trading in grain for future delivery elsewhere than on a licensed exchange.

One advantage of the taking over by the federal government of the Chicago Board of Trade's campaign against bucket-shops is that the federal government's power is not limited by state lines. When the Board prosecuted the Central Exchange at Chicago it fled to Hammond, Ind., and developed a cash grain business in connection, secure from molestation and with an Indiana congressman as its attorney.

Another advantage is that puts and calls will be done away with. The Board of Trade tried this many years ago, but only succeeded in driving all the put and call trades to Milwaukee, during the period that this business was proscribed in Chicago. Under the Tincher law puts and calls will be taxed out of existence simultaneously at all markets.

Just how strict will be the Sec'y's inquiry into applications for license as exchanges can not be forecasted. There is considerable danger that the vast profits of the bucket-shop business will lead to the organization of illegitimate concerns with a sufficient showing of cash grain business to warrant the issuance of a license. An illegitimate exchange so organized could cut commissions to the point where a legitimate exchange could not compete for speculative business.

One improvement in the final draft of the law is that it hits only at transactions on an exchange. The country shipper and interior track buyer can sell to millers direct without interference. Under the original bill their transactions were subject to tax. The principal objection to this law is that it introduces unnecessary bureaucratic regulation into the grain business.



## The Grain Trade Needs Loyalty.

Loyalty is one of the finest attributes the human mind can have, and it is because of loyalty that all the great things of history have been accomplished. Loyalty is faithfulness to a principle, and willingness to submerge minor individual likes and desires to assist in efforts having as their purpose the achievement of the greatest good for the greatest number, the good of all.

It is loyalty that the grain trade needs. Loyalty of the individual dealer at country points and in terminal markets to the basic principle of efficient distribution thru the medium of the competitive marketing system.

Economists who are serious and honest students and not seekers after selfish gain agree that the competitive system evolved by the grain dealers of America is the most efficient and economical system that man has ever known for distributing grain and grain products. All others that have been tried in the past are inferior to it. No system now proposed as a substitute is new. For better service to the world, then, the present marketing system should be retained.

Grain dealers know these things, but many of them, are not loyal to the principle. The number who are giving faithful support and encouragement to the agencies that are laboring for conservatism and against radicalism is altogether too small. The number of those who are swayed by petty bickerings and jealousy that cause them to give moral if not tangible support to the agitators is too large.

It is not meant that everybody must give time and money. Loyalty does not contemplate this. Some of this kind of support will be required, but the thing that is needed most is clear thinking and helpful attitude. The thing not wanted is backbiting and slurs against other individuals or firms engaged in the service. Loyalty to each other there must be or chaos will overwhelm our industrial structure. It will not be sufficient, when chaos is upon us, to say to the public and to governmental agencies: "We told you so!" We who understand must speak now and speak in tones that will command attention and in words that will be understood. We must be loyal to each other and to the trade's common cause.

Some country grain dealers are not showing a proper attitude of loyalty to those who are working for the preservation of the present marketing system; some members of the various grain exchanges are not whole heartedly faithful. There may not be actual disloyalty in the sense that individuals in the grain trade are giving aid and comfort to the agitators, but there is not *active* loyalty, and that is the thing the trade needs now.

Few agencies are working constantly in the campaign of education. One would expect, then, that these few agencies would not be required to struggle against lack of helpful support on the part of those for whom they are laboring. The truth is that the agencies find it necessary to devote much time to getting business men, including country grain dealers and members of grain exchanges, to take up the small part of the load they are asked to carry. And if the business man finally leaves off his wailing against conditions long enough to give his help he does it in a manner that shows he considers he is bestowing a favor. It is then that the laborer suf-

fers so much discouragement he feels it were better to let the agitators go ahead and put the business man out of business. Without earnest, active loyalty to the grain trade's best interests disintegration is easily possible.

## Galveston Exporters Imposing on Shippers.

Confirmations of practically all of the exporters thru the port of Galveston, Tex., are said by Sec'y H. B. Dorsey, of the Texas Grain Dealers Ass'n, to have the statement that unloading weights at Galveston must prevail, or that the contract is not completed until the wheat has been received, inspected and weighed at destination.

Shippers are complaining that wheat grading No. 3 at the time of arrival has been permitted to stand on track at Galveston for two or three weeks, deteriorating to sample grade, after which the buyer attempted to force settlement on the basis of sample grade wheat.

As the exporters must know the courts have placed the responsibility on the buyers their attempt to use a confirmation placing the risk on the seller is a bluff in the hope of effecting a compromise in case of loss or damage, with any shipper who may be ignorant of their rights under the law, the decisions of the courts and the trade rules of the Texas Grain Dealers Ass'n.

The common-sense view taken by the law and the decisions is that a buyer who has taken charge of the property, paid for it, and controls its routing and disposition, has thereby gained all the privileges of ownership and must assume at the same time all the burdens of ownership. Having an owner's control he may divert the grain to a hazardous place, or he may elect to hold it on track for several weeks. When such control and dominion is exercised and results in an enhanced profit to himself he expects to retain the profit. When it results in a loss he should not expect to pass that loss back to the shipper. It is not surprising therefore that the decisions of the courts run about as follows:

There may be a sale without completed or perfected delivery. By delivery of the Bs/L and by the express term of the confirmation letter, the Oklahoma City Mill & Elevator Co. acquired with reference to it all the rights of ownership. It must be held to have the corresponding obligations and liabilities. As the owner of the property it must stand the loss of its destruction.—Oklahoma City Mill & Elevator Co. v. Pampa Grain Co. U. S. Circuit Court of Appeals. 248 Fed. 477.

Where goods are shipped to a purchaser on consignment and title retained only to secure the price and the purchaser has complete control of the goods, with power to sell in the course of trade at any price he pleases, the loss of the goods by fire without fault of either party falls on the purchaser, and the seller may recover the price.—Roach v. Whitfield & Hannah, Supreme Court of Arkansas. 127 S. W. 722.

Where a seller has done all required of him by the contract, and the counting, weighing, testing, etc., to ascertain the price must be done by the buyer, title passes, unless a contrary intention appears from the contract or circumstances.—G. I. Frazier Co. v. Owensboro Stave & Barrel Co. Court of Appeals of Kentucky. 172 S. W. 652.

On page 276 of the Grain Dealers Journal for Aug. 25 is given the latest decision on this point, that of the Court of Civil Appeals

of Texas, 231 S. W. 481, in favor of Keel & Son, shippers, against the Fort Worth Elevators Co., holding that:

"Where goods are purchased and are shipped by rail, consigned to shipper's order, and drafts for the price are sent through banks with B/L attached and such drafts are paid by the purchaser and Bs/L delivered to purchaser, title to such goods passes to the purchaser. Where the entire shipment is sold and paid for, as in this case, but must be measured or weighed at destination, with a view of definitely determining the exact sum to be paid for the entire mass, the title passes to the purchaser, notwithstanding the necessity of such measurement or weighing. Robinson & Martin v. Houston & Tex. Cent. R. Co., 105 Tex. 185, 146 S. W. 537; Boaz & Co. v. Schneider & Davis, 69 Tex. 128, 6 S. W. 402. This proposition is, we think, too well settled to require citation of other authorities."

## Another Grain Marketing Plan.

Details of the plans of the Farmers National Ass'n, organized to operate a nation wide marketing plan for the benefit of its farmer members, are explained in a deed of trust filed recently with the county recorder at Davenport, Ia.

According to the deed of trust, the ass'n is formed for the purpose of assisting its members to market their farm produce at the best marketing centers, to finance those who are unable to sell grain and other products thru the ass'n, and to keep farmers informed at all times as to the progress of the markets and of the movement of farm products.

The organizers are given as E. G. Fraser, H. W. Leamer, H. P. Haynes and others. One million shares of stock with a par value of \$30 per share is to be issued. The central office is to be at Davenport, from which point the work of the ass'n in other states can be directed and details of the grain marketing plan worked out.

How many shares would you be willing to pay for?

## The Thing Confronting Business.

Business men of today see a tumultuous stirring going on about them but only the few who are directly menaced by a visible opponent seem to have much idea what it is all about. The grain dealer understands something of the movement because he is directly affected by one of its manifestations. Business men in other lines, engrossed as they are in their own affairs, seem to think the thing means nothing to them and they pass the subject by without examination.

Those business men are mistaken; the livestock man, the fruit and produce dealer, the cotton merchant, the railroad stockholder, the hardware dealer, the banker—every business man, is interested. If the banker in the grain dealer's town does not think he is interested, show him this extract from an article published in a recent number of a magazine of national circulation:

"Just now the grain growers and their marketing plan are in the limelight, but that does not mean that this is at all the entire or even the major portion of the plan that is being evolved by the leaders of the present farmer movement. It means only that the grain marketing was tackled first and that this program is advanced more than the others.

"Livestock, fruit, vegetables, cotton, market milk, tobacco, poultry and on down to onion sets and pecans are to be tackled just as systematically and as soon as it can be done expeditiously. Taking a hand in national and state legislation, in taxation, tariff, rail and waterway transportation, banking, credit systems, exports—all these are involved in the plan."

The fundamentals of American business are involved and business men must recognize it. It is more than a grain marketing plan. It is an ambitious plan to monopolize all business.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Cars Seen Leaking at a Junction Point; a Suggestion.

*Grain Dealers Journal:* Yesterday and today I have reported cars leaking in transit, while passing thru this station. This is a point where the Aberdeen local freight sets out loads in the evening to be taken up by another train in the morning for shipment east. It would pay the grain dealers to have a man go over the string every day. I only see a few of them as it is.—F. S. Kingsbury, mgr. Campbell Grain Co., Campbell, Minn.

### Future of Florida As a Corn Producer.

*Grain Dealers Journal:* Florida at the present time produces a fairly good crop of corn but only enough to last for from three to four months. It is our desire to stimulate a better production of corn in this state. Florida has been and is a consuming state the greater part of the year.

With a little enthusiasm instilled into the farmers, we believe that within a few years, Florida will be recognized as the earliest corn producing state in the country. The yellow corn raised in this section is of very good quality and is ready for shipment between the first and the 15th of September.

Due to the inspiration and the assistance of certain packing companies within the past few years, Florida has advanced wonderfully as a hog and cattle raising territory. The same can be done with grain; and is not corn the natural grain to be raised in a hog producing state?—The Vincent-McGann Co., per D. S. Vincent, Jacksonville, Fla.

### About a Shipper Owning a Freight Car.

*Grain Dealers Journal:* In the Aug. 25 number of the Journal appeared an item which told about a dealer in Kansas who purchased four freight cars with which to move his grain to market. There have been many instances where such an investment has paid big dividends and there are also instances where a car has got away from the owner and it has not been seen for months, even years. When it finally was returned it was ready for the scrap heap. Then, too, the owner of such a car does not receive a per diem charge because a carrier is not required to pay a per diem charge to an individual owner.

A prominent traffic man suggests that grain dealers owning their own cars try to keep them on the line of railway on which their elevator is located. The home road with its shipper's interests at heart, is more likely to return the car promptly.

This procedure also has its drawbacks. For one, when grain is shipped to market in a privately owned car which the owner wishes to have kept on his own line, the grain cannot be reconsigned over another road. This forces the receiver to accept the grain for sale locally or for transfer into an elevator or into another car.

The question of shippers owning their own cars, came up for discussion at the last meeting of the Illinois grain dealers at Peoria. One shipper who owned a freight car said that he had not seen his car for months and that when it did get back to his station it "looked like it had been thru the war."

At that time Charles Rippin, traffic manager of the St. Louis Merchants Exchange,

said he thought it was wrong that a shipper had to own his own cars and said that this particular shipper could not collect a per diem charge for the use of his car by another line but probably could get  $\frac{3}{4}$  cent per mile for the distance the car had traveled while away.—One Who Has Handled Private Cars.

### Wood Floors, Bin Bottoms and Partitions Are Inflammable.

*Grain Dealers Journal:* In answer to your favor asking for information covering the Quimby tile silo elevator, we are unable to comply with your request. It is the usual drive thru plan of tile elevator. A silo within a silo, a dark contracted imitation of an elevator as usual in such erection. The usual wood floors and bin bottoms. All steel beams exposed to fire if it occurs. If the interior should burn out the building would be a complete loss.

All we can learn about the plant not operating as reported, the trouble is placed with the automatic scale not properly installed. The elevator legs in all the tile imitations are placed just the opposite of the usual way, and it is difficult to feed wet or chaffy grain so as to reach the cups. The leaks were as usual. The foto you published shows the tar coating applied to stop leaking, but it did not.

Perhaps you know about the tile storage tanks erected for Winter, Truesdale and Ames, Minneapolis, a long time ago. It is reported they spent \$10,000 to putty the joints and coat over entirely with some waterproof compound to stop the leaks. Yours truly, Younglove Construction Co., J. F. Younglove, Sioux City, Ia.

### And Some Cars Even Leak Grain.

*Grain Dealers Journal:* With this letter I am sending a few special reports made by one of our men covering physical condition and inspection of grain cars at an industry on the Southern Railway. The cars mentioned, however, did not originate on the Southern but came from different roads. For this reason these exceptions are not chargeable to the Southern Railway.—John Dower, Supervisor of Weights, Merchants Exchange, St. Louis.

The reports follow:

St. Louis, Aug. 26, 1921.—Several days ago I reported a car with a number of cleats on floor; these were left on floor of car probably from machinery and were of no use to car for grain loading. Today we have the same condition in Car 246982 N.Y.C. unloaded this a. m. This shows a lack of co-operation on part of shipper and causes delay in unloading and cleaning car which is a source of worry to the man unloading the car due to being jerked about, causing a great amount of profanity and ill feeling.

I also find in a good many old cars and some newly repaired ones the same disposition to make the openings at bottom of lining between posts as small as possible, thus causing delay, because at these small openings grain is constantly streaming out and the car inspector does not want the lining torn further when it is well boarded. Sweepers cleaning car could prevent a continuous flow by forcing a plug or paper up into some of these small openings, and this condition might occasion much loss to shipper at points where there is not proper supervision.—Fred Ulm, Deputy Supervisor.

St. Louis, Sept. 2, 1921.—Cars under my supervision on Southern Railroad have been running extremely poor, both as to cars which were really not fit for grain loading and method of cooping and also dirty cars. We have received cars that we were able to see through at ends.

There seems to be a notion among some shippers that an excessive amount of paper is all that is required to place a car in fit condition for grain. In a great many cases this is a detriment, for sheathing in many cars is bad, often patched on floor, and when this happens, which is quite often, the paper becomes torn and shredded and interferes with proper cleaning of cars.

My recent experience indicates a trend to get back to the old rut of pre-war days. From where I am writing this, in doorway of car 28928 N.K.P. unloaded here, I can see 18 small openings at bottom connections of sideposts, bottom of sheathing; this is a newly repaired car.

Yesterday we unloaded 174826 I.C. Some one saw fit to mix concrete in this car and

one-half of car was filled to a considerable depth with concrete covered with a layer of gray soft felt. This happened to be a new style car, no open lining, otherwise results may have been bad—a case of easy to put in but do the best you can to get it out. I notice, too, that cars of this kind cause the car inspector some worry, for it looks apparently good from outside, but cannot be used for flour.

My report for August will show about 30 joint inspections or about one-third of cars handled for that month. We are still receiving an unusual amount of leakage and bad order cars—not a very good showing for Southern Railroad. Around noon hour today the Southern Car Inspector came down to the mill and said 6 cars came into Southern Yards for mill this morning and the whole lot was leaking.—Fred Ulm, Deputy Supervisor.

### Europe's Foresight.

*Grain Dealers Journal:* Europe's keen commercial sense has been developed by dire necessity. European people are provident because on their foresight and economy depends their very existence. Their realization of the present world's wheat situation accounts for their enormous purchases of wheat. They foresee later scarcity and they are providing against it.

The situation of the people of the United States has always been opposite to that of the people of Europe. In the United States a comfortable living has always been comparatively easy of attainment. Our broad expanse of fertile lands and our vast natural resources have assured this. It is true that we have wasted our lands and our resources in order to live comfortably and luxuriously, and we are still wasting them. Our natural resources and the virgin fertility of a large part of our soil are still far from exhaustion and we shall continue to live comfortably with comparative ease for many years, but in time, we shall learn to be provident from necessity.

There is no danger of hunger in the United States as there is in Europe, for even though wheat supplies should be exhausted there are ample supplies of other grains which may be used as substitutes, but our lack of foresight is plainly shown in this that in view of probable scarcity we permit Europe to take our wheat at prices which spell ruin to our farmers, and resulting hard times for the rest of the country, and make no effort to provide for our own future needs. Experience is the only teacher, and we believe that America through scarcity of wheat and high prices the latter part of this year will learn to value wheat more highly.—L. L. Winters, Chicago.

### Montana Scales Now Tested by Experts.

*Grain Dealers Journal:* In your issue of Aug. 25 we have read your comment on the present manner of testing scales in this state and assuming that politics will be the controlling test in employing scale "experts."

It would be unfair to our efficient Department of Agriculture to let this item pass without a word of explanation. The writer is personally acquainted with Mr. Chester C. Davis, the Secretary of this Department and with Mr. John M. Davis, who is Chief of the Department of Grain Standards and Marketing, the Department that has the immediate supervision of scales.

We wish to state that both of these gentlemen are working very hard to place the grain business in Montana on a fair basis, both for the grain dealers and growers and have, without regard of politics, secured three competent scale men, one of whom has spent 20 years in the employ of Fairbanks, Morse & Co., as chief scale inspector, the other two gentlemen have not had the length of experience that their chief, but are competent men.

Our former system of scale inspection was where our County Auditors placed their seal of approval on our scales after having moved a few 50 lb. weights from one corner of the scale to the other, the Auditor, either man or woman, knowing nothing whatever about



a scale and generally not efficient enough to weigh a load of grain.

The attitude of the Department of Agriculture toward the grain dealers of Montana has been one of co-operation which has been especially appreciated by every grain dealer in this state.

While at some future time our Department of Agriculture may be infested with politics, it most assuredly is not so infested at this time. Yours very truly, P. F. Brown Co., by P. F. Brown, Lewiston, Idaho.

## Wants More Discussion of Complete Confirmation.

*Grain Dealers Journal:* I want to be brief, but I again want to break into the Letters page of the Journal. "Cal" refers to my 19 sections as put forth on page 122 of the Journal for July 25 as representing in my mind a "complete" confirmation. Before the presses ran that issue of July 25th I realized that I omitted several things. At this juncture I think they may wait.

I charge "Cal" with dealing with the proposition from an academic angle. I answer him that the 19 sections were in reality hung up to be shot at, offered as a joke, admittedly ridiculous but admittedly designed to serve peculiar needs.

Perhaps comparable in the matter of peculiar needs to a Life Insurance Policy or to County Rights for a Washing Machine with a note "attachment"; but "Cal" manifestly has had little experience attempting either to secure signed confirmations in the southwest, even of the smallest kind, or to reconcile equity and law in connection with some of the peculiar trades made in this southwestern country.

"Cal" speaks of rules without taking the given code and laying it down by the side of the 19 sections to prove analogy. Private letters to me are in praise of any possible plan which looks to careful trading, so looking good humoredly in the direction of "Cal" or any other critic, I invite them all to sink the target; but just before the final shot is fired, let me off in a row boat or steam launch.

"Cal's" assumption that this company would not hear objections from sellers is without foundation. Buyers would rather allow trade to be cancelled, provided seller is not disposed to hold himself amenable to such terms as insure to the buyer his full rights. Come again, everybody. Yours truly—Dick O'Bannon, Sherman, Tex.



H. Leaman, Winnipeg, Man.  
Formerly of Minneapolis and Now Elected Pres.  
of the Grain Exchange.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Monthly Average Prices?

*Grain Dealers Journal:* Where can I get the average prices paid for grain and corn since 1914 up to the present time, by the month?—Jos. Dorweiler, West Bend, Ia.

**Ans.:** Average prices per month from 1911 to 1920 were published in the Monthly Crop Reporter for December, 1920, issued by the U. S. Department of Agriculture.

### Spacing of Elevator Buckets?

*Grain Dealers Journal:* What is the proper distance to space buckets on an elevator leg belt? Can all buckets be spaced the same and maximum capacity be obtained? What is the proper speed for a head pulley?—Wells Grain Co.

**Ans.:** The proper distance of spacing for elevator buckets depends upon certain factors which vary with each leg. It is not possible to give a rule that will be applicable in all cases. The type of bucket used; the revolutions per minute of the head shaft and the size of the head pulley, these two factors governing the travel in feet per minute of the belt; and the shape of the throat into which grain is discharged at the head will all affect the spacing of buckets.

No; buckets cannot all be spaced the same and maximum capacity and efficiency obtained.

The proper speed of the head pulley depends upon the other specifications of the leg.

An efficient elevator leg is a machine designed to be composed of several parts, all of which are so correlated as to obtain the desired result. If one part is materially out of proper relation with the others dissatisfaction will be the result.

### How to Exterminate Insects?

*Grain Dealers Journal:* Some time ago the Journal published a method for the extermination of insects in flour and feed mills. We desire to rid our plant thru fumigation. As we recall the method was the use of cyanide of potassium and sulphuric acid.—Westbrook Grain & Milling Co., Pine Bluff, Ark.

*Grain Dealers Journal:* Will the Journal kindly advise the best way to exterminate weevil from an elevator?—F. J. Simmons & Co., Detroit, Mich.

**Ans.:** The method is fully described on page 197 of the Grain Dealers Journal of Aug. 10.

### Can We Get Reimbursement for Grain Doors?

*Grain Dealers Journal:* We noted in the Journal some time ago, just exactly which one we cannot recall, the method to be used in securing reimbursement for the purchase of cooping material in getting cars ready for grain loading.

We have a case of this kind with the Santa Fe. At one of our stations, we were unable to secure grain doors for loading, and our agent at that station made written demand on the agent of the railway company for this material. It was not furnished, and our manager then bought the material, taking receipted bill covering same, and we filed our claim with the Division Superintendent of the Santa Fe.

They have turned this claim down stating that the tariff makes no provision for reimbursing us for cooping material.

We have the same kind of a deal with another road, the Orient railway, and in this case our claim was taken care of, and we are wondering if we have a good case against the Santa Fe.—Bowersock Mills & Power Co., Lawrence, Kan., by W. P. Brooks.

**Ans.:** The correct method of procedure to collect for grain door lumber is fully stated in the Grain Dealers Journal for July 10, page 46. Unless the shipper has in writing a copy of request made of the local station agent that he buy the lumber in advance of making the shipment of grain he is not in good standing to have his bill for lumber paid by the division superintendent.

### What Are Puts and Calls?

*Grain Dealers Journal:* Will the Journal please explain what are "puts" and "calls"?—E. R. Simpson, Naples, Ill.

**Ans.:** A put is the privilege of putting wheat on the person who sold the put. A call is the privilege of calling wheat from the person who sold the call. They may be good to the opening, all day, rest of the week, next week or all month, as agreed, the more remote the expiration the farther away from the market price.

For example, for \$5 at the close of the market, when wheat closed at \$1.18, one might have bot calls on 5,000 bus. of wheat at \$1.20 good all next day. The next day wheat advanced to \$1.24½. If the holder of the calls had stood on them until the close, \$1.24½, he would have had over 4 cents profit per bushel, or \$200 on his \$5 investment, with no chance of losing more than the \$5.

Puts and calls are seldom good for a profit, so that in the long run it is the sellers and not the buyers of these privileges who make the profits. They are said to have been the foundation of the fortune of Russell Sage. The seller gets the bird in hand, the buyer gets the bird in the bush.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

U. P. 78294 was leaking at Julian, Neb., on Sept. 10. The car was traveling on the Missouri Pacific and yellow corn was running out at a broken door post.—Roy Allgood.

C. B. & Q. 116878 passed thru Kenesaw, Neb., on Sept. 5 leaking at the side of the car.—Kenesaw Mill & Elevator Co., per F. J. Kneek, mgr.

C. B. & Q. 107055 passed thru Laclede, Mo., on Sept. 3 leaking wheat several places near the end of the car.—O. A. Talbott & Co.

B. & O. 98004 passed thru Holdrege, Neb., Aug. 27 leaking wheat.—Holdrege Equity Exchange.

G. N. 14945 passed thru Campbell, Minn., Aug. 27 leaking barley at the post beside the door.—F. S. Kingsbury, mgr. Campbell Grain Co.

G. N. 127923 passed thru Campbell, Minn., Aug. 26 leaking grain at the end of the car.—F. S. Kingsbury, mgr. Campbell Grain Co.

M. P. 20806 passing eastbound thru Levasy, Mo., Aug. 23, was leaking wheat at the side.—Levasy Elevator Co., by Julius Welter.

Pa. 96570 passed thru La Rue, O., on Aug. 22, going east, leaking corn badly at the door.—La Rue Grain & Supply Co., per C. C. Metz, mgr.

C. M. & St. P. 76464 passed thru Valparaiso Aug. 21 leaking wheat badly under the siding.—Nickel Grain Co.

D. & H. 19574 passed thru Whitestown, Ind., over the Big Four, eastbound, on Aug. 19, leaking wheat at the door.—The Kern & Kertley Grain Co.

C. B. & Q. 98286 passed thru Holyoke, Colo., on Aug. 17 leaking wheat at the side of car.—Paul Renner, mgr. Reimer-Smith Grain Co.

U. P. 77131 passed thru Central City, Neb., Aug. 14 in an extra eastbound train, leaking wheat at the side. The car was not set out for repairs. Reported by our Central City agent, William Palmeter.—T. B. Hord Grain Co., per T. B. King, treas.

C. B. & Q. 113499 passed through Chester, Neb., on Aug. 13 in an eastbound train leaking wheat at the corner post. The railroad agent was notified.—The Brown Lumber Co., per E. L. Brown.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### ARKANSAS.

Little Rock, Ark., Sept. 1.—Sufficient rain has fallen to insure good crops, and the present outlook is very promising. The early corn crop has matured, and reports show it is one of the best ever grown. Crop of late corn is practically insured, promising a good yield. Rice is in good condition, and a good crop is expected. Hay crop is very good, and is being cut.—S. H. Johnson, v. p., C. R. I. & P.

### CANADA.

Toronto, Ont., Sept. 7.—During 1921 the crops in Ontario averaged about as follows: Fall wheat, 621,420 acres, yielding 22.08 bus. per acre; spring wheat, 152,904 acres, yielding 12.53 bus. per acre; barley, 462,176 acres, yielding 21.70 bus. per acre; oats, 3,094,958 acres, yielding 22.86 bus. per acre; rye, 122,868 acres, yielding 14.46 bus. per acre, and buckwheat, 147,944 acres, yield of which crop has not yet been estimated.—Ontario Department of Agriculture.

### COLORADO.

Fort Collins, Colo.—Considerable root rot in the corn has been reported where the corn was planted on ground planted to corn last year.—Colorado Agri. College.

### IDAHO.

Midvale, Ida., Sept. 1.—Crops are good here.—Fred D. Cooper.

### ILLINOIS.

Chicago, Ill., Sept. 10.—Many of the states in the great corn belt have received heavy showers which have been beneficial to forage crops and have greatly aided in putting the ground into better shape for fall work. Much fall work is already done all over the country and in all sections farmers are planning to put in a considerable winter wheat acreage.—American Steel & Wire Co.

Springfield, Ill., Sept. 7.—The warm weather was favorable for maturing the corn crop. Special inquiries indicate that the bulk of the crop will be safe from frost as follows: North, Sept. 10 to 15; central, Sept. 15 to 20; south, Sept. 15 to Oct. 1. In some areas 75 per cent of the corn is now safe. Plowing for winter grains is well along. Good rains have been general. Some alfalfa and clover are being put up.—Clarence J. Root, Meteorologist, U. S. Dept. of Agriculture.

Edwards, Ill., Sept. 2.—Corn crop very good in this country and we believe 80% of it is now out of the way of frost. Some damage was reported from hot weather on the thinner soil of the uplands. Oats were very light, running from 22 to 26 lbs. per bus., but of good color, except some that were threshed late, which turned black in the shock. Wheat of all kinds, hard, soft and red, averaged about No. 3, and considerable of this also that was threshed late sprouted in the shock.—The Farmers Co-op. Elevator Co., C. E. Gettner, mgr.

Springfield, Ill., Sept. 10.—With temperatures above normal corn has been maturing rapidly. From 80 to 85 per cent should be out of danger from frost by Sept. 15. Considerable cutting has already been done and filling of silos is under way. The corn ear worm is present over a wide area and is doing considerable damage. Yields of grain will also be lessened this year due to the prevalence of barren stalks, nubbins and imperfectly filled ears in numerous localities. Threshing of spring wheat, oats and barley is nearly over. Some injury has been done to the grain in shocks by rains. Yields of spring wheat, while not high, are running somewhat better than had been expected in some of the northern counties. Fall plowing for winter wheat and rye has made great progress of late and is far advanced for the season. The ground has been in perfect condition.—S. D. Fessenden, agri. statistician.

### INDIANA.

Veedsburg, Ind., Sept. 5.—Severe loss to the growing corn between here and Sterling is expected on account of the flooding of the land to above the tops of the corn in many places.—I. N.

Rockfield, Ind., Aug. 26.—Corn looks like a bumper crop.—Farmers Co-op. Elevator Co.

### IOWA.

Renwick, Ia., Aug. 26.—Corn crop looking fine, but oats are of poor quality.—I. E. Sterner. Des Moines, Ia., Sept. 6.—Corn was rushed toward maturity by the heat. More than half of the crop is safe from moderate frost and considerable of it would not be hurt by a freeze. Preparations for winter seeding have been delayed on account of the soil becoming too dry in many places. Favorable soil conditions and price will probably cause a large acreage of rye this year.—C. D. Reed, meteorologist, U. S. Dept. of Agriculture.

### KANSAS.

Hartford, Kan., Aug. 26.—Fair chance of good corn crop this fall.—O'Connor & Co.

Centerville, Kan., Aug. 28.—We need rain badly for fall pastures.—Jos. D. Zook, mgr. Centerville Co-op. Exchange.

Jetmore, Kan., Aug. 29.—Ground very dry; most wheat ground prepared; acreage normal.—A. H. Ling Mill & Elevtr. Co.

Topeka, Kan., Aug. 26.—Corn this year will average 25.64 bus. per acre and will probably total 113,390,000 bus., compared with a yield of 132,786,000 bus. last year. The largest corn acreage this year is in the northern part of the state.—J. C. Mohler, sec'y Kansas State Board of Agriculture.

### MINNESOTA.

Westport, Minn., Sept. 6.—Crops in this locality are somewhat light.—O. E. Krueger, agt. Monarch Elevator Co.

Howard Lake, Minn., Aug. 25.—Crops very poor. Wheat averaging 11 bus., oats 25 and barley 35 bus. No flax here. Outlook for corn good.—W. N. Fury.

### MISSOURI.

Tebbetts, Mo., Aug. 26.—Our wheat was a failure in this section. We had some 25,000 bus., compared with an ordinary yield of 100,000 bus.—Tebbetts Mill & Elevator Co.

### MONTANA.

Raymond, Mont., Aug. 29.—Crops are turning out fine.—W. M. Rader, sec'y, Farmers Equity Co.

Glendive, Mont., Aug. 26.—Wheat quality fine, but yield disappointing to farmers, averaging about 10 bus.—W. H. Miner, mgr. Farmers Grain Co.

### NEBRASKA.

Stamford, Neb., Aug. 27.—Wheat averaging 10 bus.—Stamford Equity Exchange.

O'Neill, Neb., Sept. 6.—A light frost was reported last night in the lowlands near here by the farmers.—E. C. C.

### NORTH DAKOTA.

Colgate, N. D., Aug. 28.—Wheat averaged from 5 to 10 bus. and barley from 10 to 20 bus. Oats are very poor.—George Brooks, agt., Cargill Elevator Co.

Kathryn, N. D., Aug. 26.—Crops are of poor average, running 6 to 7 bus. Grain is, however, of fair quality. Threshing will be completed in a week to 10 days.—Farmers Mutual Elvtr.

### OHIO.

Lena, O., Aug. 28.—Corn prospects are good. Oats are light.—Lena Grain Co.

Versailles, O., Aug. 25.—Corn in this section averages only about 5 ft., but the ears are well filled.—D.

St. Paris, O., Aug. 27.—Wheat and oats were poor. Corn is not shooting well.—Farmers Grain & Feed Co.

Conover, O., Aug. 29.—The wheat crop was fair, but the berry was not as full as in other years. The corn prospects are exceptionally fine.—Conover Grain Co.

Patterson, O., Sept. 8.—Corn is being cut now. Crop not very good. Oats were light and of poor quality. Wheat averaged 12 bus. to the acre and graded 2 and 3.—W. J. Lepley & Son.

Grant, O., Sept. 8.—Corn is very thin around here. It is being cut now. Farmers say they might as well turn the cattle in the fields. Around Silver Creek corn is expected to be of light yield.—D.

Forest, O., Sept. 8.—Corn promises to be of good quality, but the yield will not be as large as usual, probably 85%. Wheat averaged very low. It went about 12 bus. to the acre, but it was of good quality.—Ash & Poling.

East Liberty, O., Sept. 7.—Corn is exceptionally fine in certain localities around here. Wheat was half a crop. Oats were light in weight and were a poor yield.—Harvey & Moffitt.

Marysville, O., Sept. 9.—Corn prospects are just fair. Oats are light this year and made a very short crop. Wheat averaged from 6 to 14 bus. to the acre. The best yield in this vicinity was 17½ bus. per acre and they weighed 61 lbs.—E. C. Cody.

Kenton, O., Sept. 7.—The corn crop this year will not net the farmer as much as was expected. At Wharton the crop was fair and most of it has been cut. At Lovell a one-half yield is expected. The corn is being cut at Richland and the yield is very irregular, with none very good. Around Belle Center the corn is being cut. Farmers say it will not come up to the average.—D. M. C.

### OKLAHOMA.

Erick, Okla., Aug. 29.—Eighty per cent of wheat is good; yield 18 to 36 bus.—G. E. Harris.

Oklahoma City, Okla., Sept. 1.—Extreme hot weather prevailed and the general rains last week afforded slight relief. Crops in the extreme southwestern section show deterioration, caused by lack of rain. Oat crop is poor. Corn has been damaged in some localities by dry weather, and hot winds, but with favorable growing conditions for the next two weeks the yield is estimated at 100,000,000 bus., as against 89,200,000 estimated on August 1. Broom corn has been harvested, and due to the favorable weather conditions the crop will be comparatively free from rain stains.—S. H. Johnson, v. p. C. R. I. & P.

### SOUTH DAKOTA.

Vienna, S. D., Sept. 3.—Crops are fair.—Monarch Elevator Co.

Ramona, S. D., Sept. 3.—The hot winds are drying the corn.—E. Heiser.

Meckling, S. D., Sept. 4.—The corn crop is excellent in this county.—H. Westere.

Vernon, S. D., Sept. 1.—Crops were poor in this section this season.—Earl Palmer.

Ordway, S. D., Sept. 6.—Crops were light in this section this year.—Charles McDonald.

Cuthbert, S. D., Sept. 2.—There will be a good average crop around here this season.—W. S. Broderick.

Bowdle, S. D., Sept. 3.—Wheat is fair. Barley and oats are poor. Corn is about one-half a crop.—H. C. Baer.

Corson, S. D., Sept. 4.—Oats were about ½ crop and lighter in weight than usual. Corn will be a fair crop but it contains lots of smut.—Corson Elevator Co.

Pierre, S. D., Sept. 3.—The grain crops were light this year. Prospects are good for a medium crop of alfalfa. We had an unusually dry and hot season.—Rood & Spargus.

Wentworth, S. D., Sept. 3.—Oats were of poor quality and averaged from 20 to 40 bus. to the acre. Barley was also poor and it averaged from 9 to 25 bus. The prospects for corn are first class.—F. W. Stillwell, mgr., Wentworth Farmers Elevator Co.

Mansfield, S. D., Sept. 7.—Crops were not very good in this locality this year. Wheat went about 5 bus. to the acre and the rye averaged 3 bus. The barley and the oats were of no account. Our hay crop was very short.—O. Nyberg, agt., Mansfield Elevator Co.

### TEXAS.

Groom, Tex., Aug. 25.—Growing crops good.—J. S. Blasdel, agt. Plains Grain Co.

### WASHINGTON.

Molson, Wash., Sept. 1.—Fall wheat in this section is threshing from 26 to 40 bus. per acre and it will weigh on the average 58 lbs. to the bus. Spring wheat will average from 20 to 22 bus.—William McCrory.

### WISCONSIN.

Columbus, Wis., Sept. 7.—Corn looks like the biggest crop in history. On some farms it will average from 60 to 70 bus. per acre. In many places the corn is so heavy it cannot be cut with a corn binder and the farmers are cutting it by hand. Silo filling is general now. The farmers have come to believe that filling silos is easier than cutting and husking the corn, and they say the farm stock relishes the silo corn in the winter better than the dry corn. The third crop of alfalfa is ready to cut and looks fine. Oats are light in this section. On one farm after the oats were threshed a man could hold a 2½ bushel sack in one hand straight out from his shoulder.—E. C. C.



## Government Crop Report.

Washington, D. C., Sept. 8.—The Crop Reporting Board of the Bureau of Markets and Crop Estimates makes the following estimates:

Crop.	Total production in millions of bushels.		Yield per acre.	
	—Condition— Sept. 1, 1921.*	Sept. 1, 1920.*	1921. Fore- cast.	1920. Esti- mate.
Winter wheat...	62.5	64.1	544	578
Spring wheat...	72.6	74.1	210	209
All wheat...	72.6	74.1	754	787
Corn...	85.1	86.4	3,186	3,222
Oats...	61.1	61.8	1,090	1,526
Barley...	68.4	82.5	167	202
Rye...			64.3	69.3
Buckwheat...	85.6	91.1	13.0	13.8
Flax...	62.3	63.8	8.3	11.0
Rice...	88.8	88.3	32.7	53.7
Hay, tame, tons...			79.8	91.2
Hay, wild, tons...			14.8	17.0

\*Or at time of harvest.

## SPRING WHEAT.

State.	Forecast		1915-1919.	
	Condi- tion.	1921.* From Sept. 1, 1921.	Dec. Est.* 1920.	Average.
Minn.	58	27,769	27,940	51,063
N. Dak.	56	67,151	68,400	81,633
S. Dak.	56	23,332	25,470	43,330
Mont.	58	18,182	15,950	15,156
Wash.	75	21,026	17,862	17,560
U. S.	62.5	209,979	209,565	258,495

## CORN.

Penn.	92	67,403	67,050	61,569
Va.	72	38,261	50,100	53,524
N. C.	72	49,457	64,032	56,846
Ga.	87	89,805	76,500	67,538
Ohio	84	146,341	162,099	141,608
Ind.	80	163,620	184,072	178,777
Ill.	84	325,592	294,168	346,330
Mich.	92	62,654	65,000	50,460
Wisc.	93	82,863	86,044	59,864
Minn.	95	126,673	118,125	94,100
Iowa	92	424,032	473,800	368,965
Mo.	86	206,372	198,880	170,354
S. D.	87	109,781	105,600	93,745
Neb.	84	223,173	255,528	192,430
Kan.	72	118,912	137,535	93,284
Ky.	80	91,990	100,650	97,735
Tenn.	87	94,152	93,100	84,834
Ala.	80	75,952	67,149	63,615
Miss.	83	92,363	63,680	63,733
La.	85	47,791	36,595	36,698
Texas	83	174,337	174,200	126,390
Okl.	83	85,029	89,320	58,285
Ark.	89	66,347	55,224	49,967
U. S.	85.1	3,185,876	3,232,367	2,797,625

## BARLEY.

Wisc.	61	10,397	15,913	19,152
Minn.	64	18,739	25,000	31,435
Iowa	73	6,215	7,810	10,541
N. Dak.	60	19,751	22,680	29,406
S. Dak.	55	16,814	26,825	26,510
Kan.	70	17,011	21,285	8,182
Colo.	87	5,664	4,674	4,405
Ida.	94	4,235	4,256	5,656
Wash.	80	3,536	3,383	5,029
Ore.	89	2,569	2,576	4,218
Calif.	79	30,218	28,750	35,246
U. S.	68.4	166,906	202,024	208,098

## FLAX.

Minn.	75	2,458	3,040	2,558
N. Dak.	60	2,881	3,896	5,579
S. Dak.	57	1,077	2,200	1,119
Mont.	52	1,431	1,353	1,944
U. S.	62.3	8,252	10,990	11,704

## OATS.

N. Y.	61	28,312	44,275	41,569
Pa.	71	32,322	45,825	40,530
Ohio	51	35,395	71,339	64,200
Ind.	58	45,675	76,875	68,799
Ill.	59	114,298	161,950	186,096
Mich.	45	25,716	56,430	52,939
Wisc.	53	60,865	107,878	93,458
Minn.	56	79,946	126,488	114,660
Iowa	63	162,551	229,866	216,362
Mo.	58	38,009	54,138	42,544
N. Dak.	56	49,196	59,640	57,245
S. Dak.	59	51,657	75,446	67,033
Neb.	76	70,926	83,040	78,374
Kan.	60	49,410	68,799	48,489
Tex.	54	43,836	44,100	49,949
Okl.	50	29,700	48,000	31,125
Mont.	60	17,111	16,800	19,278
U. S.	61.1	1,090,282	1,526,055	1,432,697

\*In thousands of bushels—i. e., 000 omitted.

CHARLES W. PUGSLEY, for several years an instructor at the University of Nebraska has been selected by Pres. Harding as ass't sec'y of Agriculture to succeed Elmer D. Ball, resigned.

## Tentative Program National Ass'n at Chicago.

The 25th annual convention of the Grain Dealers Nat'l Ass'n will be held at Chicago, Monday, Tuesday and Wednesday, Oct. 3, 4 and 5th. Headquarters will be at Hotel Sherman, corner Clark and Randolph Sts., where all business sessions will be held. The tentative program so far as arranged follows:

## MONDAY, OCTOBER 3, 9:30 O'CLOCK.

Call to order by the President.

Congregational singing led by Fred W. Haigh of Toledo, Ohio, with W. W. Cummings, of Toledo, at the piano. Each session of the convention will be opened by a few minutes of congregational singing led by Mr. Haigh. This is merely to start the sessions off with animation. Patriotic and popular songs will be sung.

## Invocation.

Address of welcome on behalf of the Chicago Board of Trade—Joseph P. Griffin, President.

Response on behalf of the Grain Trade—E. C. Eikenberry, former president of the Grain Dealers National Ass'n, Camden, O.

Address—Back to the Republic, Harry F. Atwood, Chicago.

President's annual address—B. E. Clement, Waco, Tex.

Report of the Sec.-Treas., Chas. Quinn, Toledo, O.

## MONDAY AFTERNOON SESSION.

Executive Committee—J. W. McCord, chairman, Columbus, O.

Address—Hon. Medill McCormick, United States Senator from Illinois.

Note.—A group meeting of feed dealers will be held on the mezzanine floor of the Sherman Hotel to discuss the new feed rules which are to be presented to the convention later. This meeting will be held immediately following the address of Senator McCormick.

Transportation—Henry L. Goemann, chairman, Mansfield, O.

Constitution and By-Laws—E. C. Eikenberry, chairman, Camden, O. (At the Minneapolis convention last year a committee was appointed to codify and revise the constitution and by-laws of the Association. This committee will submit the result of its labors to the convention. Printed copies of the proposed constitution and by-laws will be distributed among those attending the convention.)

## TUESDAY, OCT. 4. MORNING SESSION.

Address—Hon. Warren T. McCray, Governor of Indiana, and former president of the Grain Dealers National Ass'n.

Special Legislative Committee—Chairman R. I. Mansfield, Chicago.

Legislation—A. E. Reynolds, chairman, Crawfordsville, Ind.

Uniform Grades—W. S. Washer, chairman, Atchison, Kan.

Committee on Rejected Applications—D. M. Cash, chairman, Decatur, Ill.

Telephone and Telegraph Service—F. C. Horner, chairman, Lawrenceville, Ill.

## TUESDAY AFTERNOON SESSION.

Address—David R. Forgan, President of the National City Bank, Chicago.

Trade Rules—F. E. Watkins, chairman, Cleveland, O.

Note.—Following Mr. Watkin's report, E. C. Dreyer, chairman of the Feed and Grain Joint Committee, will present the new feed rules for adoption. This feed and grain joint committee was created at the Minneapolis convention. It has formulated rules to govern all transactions in feedstuffs. Heretofore there have been no uniform feed rules. Printed copies of the feed rules will be distributed among those attending the convention.

Milling and Grain Joint Committee—Frank Kell, chairman, Wichita Falls, Tex.

## WEDNESDAY, OCT. 5. 9:30 A. M.

Address—"Origin and Effect of Freak and Class Legislation," John B. Maling, New Haven, Conn.

Membership—E. F. Huber, chairman, Minneapolis, Minn.

Presentation of Booster Prizes.

Address—The Pure Food Law As It Applies to the Adulteration of Grain—Dr. R. E. Doolittle, of the Bureau of Chemistry, Washington, D. C.

Arbitration Appeals Committee—Elmer Hutchinson, chairman, Arlington, Ind.

Arbitration Committee No. 1—C. D. Sturtevant, chairman, Omaha.

Committee No. 2—F. B. Bell, chairman, Milwaukee, Wis.

Committee No. 3—S. L. Rice, chairman, Metamora, Ohio.

Committee No. 4—E. W. Crouch, chairman, McGregor, Tex.

Committee No. 5—H. C. Gamage, chairman, Kansas City, Mo.

Committee No. 6—I. C. Sanford, chairman, Portland, Ore.

## WEDNESDAY AFTERNOON SESSION.

Merchant Marine—C. B. Fox, chairman, New Orleans, La.

Crop Reports—E. J. Smiley, chairman, Topeka, Kan.

International Relations—W. B. Bashaw, chairman, Montreal, Canada.

Hay and Grain Joint Committee—Robert B. Clark, chairman, Chippewa Falls, Wis.

Unfinished Business.

Election and Installation of Officers.

New Business.

## ENTERTAINMENT.

Monday evening, Oct. 3, for ladies and gentlemen, Colonial Theatre. All attending the convention will be given a ticket to see Fred Stone in his latest success, "Tip-Top." The Colonial theatre is located at 26 W. Randolph Street, near Dearborn.

Tuesday, Oct. 4, for the Ladies.—The ladies will be taken for an automobile ride around the city, leaving the Sherman Hotel at 10 a. m. They will be taken to the Edgewater Beach Hotel for luncheon at noon. Following the luncheon a special entertainment will be given for them at the hotel. The ladies will be brought back to the Sherman Hotel, the starting point, at about 5 p. m.

Tuesday night, Oct. 4, for Ladies and Gentlemen.—Banquet at the beautiful new Drake Hotel, Lake Shore Drive and North Michigan Avenue. This banquet will be at 6:30.

Following the banquet there will be two addresses, one by Hon. Frank O. Lowden, former governor of Illinois, and the other by Asbury F. Lever, former chairman of the House Committee on Agriculture and now connected with the Federal Farm Loan Bureau, Washington, D. C. Mr. Lever will address the grain dealers on Adequate Credit Necessary to Orderly Distribute Farm Products. Joseph P. Griffin, President of the Chicago Board of Trade, will be toastmaster.

## Texas Plans Thru Train to G. D. N. A. Convention.

The Texas state grain dealers last year arranged for a thru sleeping car to the convention at Minneapolis, which contributed so much to their enjoyment of the trip that Sec'y H. B. Dorsey of the Texas Grain Dealers Ass'n is planning a similar arrangement this October.

Dealers from Texas territory who contemplate attending the meeting of the Grain Dealers National Ass'n at Chicago Oct. 3, 4 and 5 should advise Mr. Dorsey, who will make the arrangements if a sufficient number agree to go together. The president of the Grain Dealers National Ass'n will accompany the Texas delegation.

## Wheat Pool Nets Very Low Prices.

Farmers who participated in the wheat pool conducted by the Northwest Wheat Growers Ass'n last year received an average price 40c to 50c per bu. less for their grain than for similar wheat sold thru the regular channels.

That is the essential fact recorded in a statement issued recently by the Vollmer Clearwater Co., of Lewiston, Ida., a company which bought last season about 1,500,000 bus. of wheat from farmers in the territory surrounding its stations.

The average price received by participants in the pool was given as \$1.02 to \$1.06 per bu. while the average price paid by the Vollmer Clearwater Co. for its purchases was \$1.53 per bu. This represents a difference of nearly 50c between the average price received by poolers and that received by farmers who sold their grain direct to the established dealers in the usual manner.

IN THE BEGINNING our forefathers conceived and brought forth on this continent a republic—a form of government providing the workable medium between autocracy and democracy. Autocracy they knew to mean oppression and tyranny by one man or a few men; democracy had proven itself impracticable in operation because of its degeneration into tyranny by the many, or mobocracy. Just in the measure that we have wandered from the form of the republic, away from the Constitution and toward government by boards and commissions and other similar contrivances, so have we departed from the workable medium and moved in the direction of government by mobs.



# Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

## INDIANA

Rockfield, Ind., Aug. 26.—Wheat is practically all in.—F. W. Darrow, mgr. Farmers Co-op. Elevator Co.

## IOWA

Delmar, Ia., Aug. 26.—Grain is moving slowly at the prevailing prices.—McDonnell Bros.

Cedar Falls, Ia., Aug. 25.—Not very many oats being sold.—Walter E. Hof, mgr. Farmers Co-op. Co.

Renwick, Ia., Aug. 26.—Corn shelling has started freely.—I. E. Sterner, formerly mgr. for the Quaker Oats Co.

Bremer, Ia., Aug. 29.—Very little grain being handled here, as hardly any will accept present prices, which are ruinous to the producer.—W. W. Smay, mgr. Farmers Co-op. Co.

## KANSAS

Jemore, Kan., Aug. 29.—Wheat moves freely at a dollar.—A. H. Ling Mill & Elevator Co.

Hartford, Kan., Aug. 26.—Practically all of the shock threshing is done and between 110,000 to 120,000 bus. of wheat have been marketed here. Lots of old corn being marketed.—O'Connor & Co.

Topeka, Kan., Aug. 26.—Nearly 80 per cent of the year's wheat crop has been threshed, and 50 per cent has already been marketed, according to a summary of correspondents estimates.—Kansas State Board of Agriculture, J. C. Mohler, sec'y.

## MINNESOTA

Westport, Minn., Sept. 6.—On account of the low prices not much grain is moving. Lots of the grain is being stored on the farm.—O. E. Krueger, agt. Monarch Elevator Co.

## MONTANA

Glendive, Mont., Aug. 26.—Wheat movement not much up to date, but we look for a good start in September.—W. H. Miner, mgr. Farmers Grain Co.

## NEBRASKA

Stamford, Neb., Aug. 27.—Threshing nearly all done. Most of the wheat was marketed direct from the machines and very little was binned.—Stamford Equity Exchange.

## OHIO

Sugar Grove, O., Aug. 28.—Corn is coming in fast.—J. B. Kindell.

Arcanum, O., Aug. 30.—Farmers are marketing their corn and wheat.—Arcanum Equity Exchange Co.

St. Paris, O., Aug. 27.—Most of the oats and wheat are in. All of last year's corn is in.—Farmers Grain & Feed Co.

Conover, O., Aug. 29.—Oats have been threshed and are coming in. They are averaging around 25 lbs. to the bu.—Conover Grain Co.

Emery Chapel, O., (Springfield, p. o.) Sept. 1.—We have only shipped one car of wheat that graded under No. 2.—Emery Farmers Grain Co.

West Jefferson, O., Aug. 28.—Practically no corn is moving. The wheat we have been getting has averaged No. 2 and the oats are weighing from 19 to 22 lbs. to the bu.—John Murray.

Lena, O., Aug. 28.—Grain is being marketed faster than we expected. The corn is grading No. 1 and 2. Field threshing has been completed and the stack threshing has started. The wheat we are getting is averaging No. 2.—Lena Grain Co.

South Charleston, O., Aug. 30.—Most of last year's corn has been marketed. Two-thirds of the wheat we have received this season has tested No. 1, and our oats receipts are averaging from 19 to 24 lbs. to the bu.—B. J. Allen, mgr. L. C. Titus Co.

## OREGON

Portland, Ore., Aug. 28.—Grain movement to this market has been exceptionally heavy this season and all previous records have been broken. In the week ending Aug. 27, 1,157 cars

of grain were received compared with receipts of but 338 cars in the corresponding week in 1920. To date this year 5,505 cars of grain have arrived at this market compared with but 2,301 cars last year.—P. O.

## SOUTH DAKOTA

Ramona, S. D., Sept. 3.—Shock threshing is about over here.—E. Heiser.

Vienna, S. D., Sept. 3.—The movement of grain is good.—Monarch Elevator Co.

Bowdle, S. D., Sept. 3.—Threshing is about one-half done and grain is moving quite freely.—H. C. Baer.

Colgate, S. D., Aug. 28.—Not much grain is being marketed.—George Brooks, agt. Cargill Elevator Co.

Corson, S. D., Sept. 4.—Grain is selling here at less than the cost of production.—Corson Elevator Co.

## TEXAS

Tulia, Tex., Sept. 1.—About 70% of the wheat in this section has been moved.—E. N. Noble.

Groom, Tex., Aug. 25.—This station has shipped 450,000 bus. of wheat, or about 60% of the crop.—J. S. Blasdel, agt. Plains Grain Co.

Port Arthur, Tex.—Grain clearing from this port from January to and including August this year amounted to 3,336,178 bus., compared with clearances during the corresponding period of 1920 of but 1,570,210 bus.—A. H. Metz, chief inspector.

## WISCONSIN

Marshall, Wis., Sept. 6.—Very little grain is moving at present as the farmers are busy with their corn or are plowing.—E. C. C.

Milwaukee, Wis., Sept. 6.—The movement eastward by lake has broken all records of the Milwaukee exchange, totaling 19,358,483 bus. since the opening of navigation, consisting of 91 cargoes.

Milwaukee, Wis.—Receipts of grain at this market have established a record. Never have the receipts for any one month equaled those

## Wheat Movement in August.

Receipts and shipments of wheat at the various markets during August compared with August, 1920, were as follows:

	Receipts		Shipments	
	1921	1920	1921	1920
Baltimore ..	4,674,575	6,713,652	3,405,813	5,291,952
Chicago .....	13,370,000	8,585,000	18,390,000	6,464,000
Cincinnati ..	251,400	646,000	312,000	465,000
Duluth .....	6,790,000	4,245,000	.....	.....
Galveston .....	15,265,000	6,751,000	.....	.....
Indianapolis ..	522,000	1,427,400	418,600	1,238,000
Kansas City ..	16,721,000	8,532,000	10,930,000	4,185,000
*Los Angeles ..	279	237	.....	.....
Milwaukee .....	3,251,800	291,600	3,265,290	238,595
Minneapolis ..	15,119,530	8,087,220	5,705,590	2,801,960
Montreal .....	13,061,000	6,699,000	8,269,000	7,308,000
New Orleans ..	9,645,800	7,525,000	.....	.....
New York .....	3,448,867	.....	3,272,000	.....
Omaha .....	5,912,400	4,176,000	6,536,400	3,480,000
Peoria .....	708,420	710,405	328,450	640,800
Port Arthur (Tex.) ..	.....	.....	1,185,900	445,236
Philadelphia ..	2,400,376	2,994,123	1,286,621	2,797,543
St. Louis .....	7,100,672	6,754,970	5,382,260	5,168,235
St. Joseph .....	2,391,000	1,536,000	1,350,000	819,000
†San Francisco ..	2,887	1,130	.....	.....
Texas City .....	1,607,467	.....	1,607,467	.....
Toledo .....	1,066,400	767,900	190,745	67,235
Wichita .....	4,936,800	1,698,000	3,750,000	756,000
Winnipeg .....	5,656,250	.....	.....	.....

\*Cars.  
†Tons.

## Oats Movement in August.

Receipts and shipments of oats at the various markets during August compared with August, 1920, were as follows:

	Receipts		Shipments	
	1921	1920	1921	1920
Baltimore ..	409,190	274,275	.....	.....
Chicago .....	16,722,000	10,687,000	5,898,000	4,702,000
Cincinnati ..	680,000	776,000	476,000	228,000
Duluth .....	810,548	.....	422,683	.....
Indianapolis ..	2,468,000	3,240,000	2,248,000	2,550,000
Kansas City ..	1,839,400	899,300	202,500	270,000
*Los Angeles ..	15	16	.....	.....
Milwaukee .....	4,090,410	3,316,780	2,271,870	1,604,823
Minneapolis ..	7,277,690	2,669,720	1,810,370	1,389,760
Montreal .....	2,845,000	597,000	4,342,000	28,000
New Orleans ..	25,040	110,305	.....	.....
New York .....	1,304,000	.....	239,000	.....
Omaha .....	1,356,000	1,478,000	650,000	874,000
Peoria .....	1,684,140	1,685,000	604,700	1,233,800
Philadelphia ..	341,502	294,635	.....	.....
St. Louis .....	2,519,000	3,168,000	1,991,000	1,805,985
St. Joseph .....	270,000	136,000	60,000	36,000
†San Francisco ..	484	1,221	.....	.....
Toledo .....	2,122,200	645,600	563,135	47,596
Wichita .....	3,000	22,000	3,000	22,000
Winnipeg .....	4,146,000	.....	.....	.....

\*Cars.  
†Tons.

of August, 8,500 cars. Neither have the receipts of any one day equaled those of Aug. 1, 768 cars. The elevators are all working overtime to keep up with the stream of cars that have been pouring in upon them and so far have succeeded in preventing any congestion.—The Milwaukee Chamber of Commerce.

## Exports of Grain Weekly.

[From Atlantic and Gulf Ports, in Bus., 000 Omitted.]

	Wheat.		Corn.		Oats.	
	1921.	1920.	1921.	1920.	1921.	1920.
July 2...	5,586	6,851	1,848	56	1,084	26
July 9...	5,981	5,771	2,817	35	1,154	800
July 16...	5,807	8,556	3,016	89	1,159	322
July 23...	5,359	8,990	3,132	157	908	1,006
July 30...	7,015	7,033	3,192	43	1,895	867
Aug. 6...	10,355	6,375	2,897	52	2,068	353
Aug. 13...	7,777	7,220	1,787	102	511	9
Aug. 20...	6,682	6,919	2,254	63	800	46
Aug. 27...	12,628	11,253	2,839	122	499	166
Sept. 3...	8,690	6,425	1,469	9	184	52
Total since July 1...	78,880	75,393	25,651	728	10,362	3,647

## Barley Movement in August.

Receipts and shipments of barley at the various markets during August compared with August, 1920, were as follows:

	Receipts		Shipments	
	1921	1920	1921	1920
Baltimore ..	78,801	19,510	49,794	.....
Chicago .....	790,000	519,000	426,000	356,000
Cincinnati ..	.....	10,400	.....	.....
Duluth .....	1,402,000	.....	1,000,525	.....
Kansas City ..	231,000	127,500	83,200	97,500
*Los Angeles ..	135	148	.....	.....
Milwaukee .....	1,403,805	437,235	266,810	263,528
Minneapolis ..	2,170,640	1,343,990	2,072,610	1,084,400
Montreal .....	2,046,000	206,000	1,218,000	1,354,695
New York .....	921,609	.....	714,000	.....
New Orleans ..	.....	1,647,526	.....	.....
Omaha .....	241,200	99,000	135,000	43,200
Peoria .....	54,600	116,200	54,600	89,600
Philadelphia ..	1,195	.....	.....	.....
St. Louis .....	76,922	107,000	21,430	32,520
St. Joseph .....	15,750	.....	12,250	.....
†San Francisco ..	119,086	17,053	.....	.....
Toledo .....	3,600	6,000	.....	.....
Winnipeg .....	931,000	.....	.....	.....

\*Cars.  
†Tons.

## Corn Movement in August.

Receipts and shipments of corn at the various markets during August compared with August, 1920, were as follows:

	Receipts		Shipments	
	1921	1920	1921	1920
Baltimore ..	138,026	590,622	68,971	38,735
Chicago .....	16,810,000	3,721,000	13,295,000	2,946,000
Cincinnati ..	444,000	255,600	127,200	146,400
Duluth .....	195,972	.....	94,629	.....
Indianapolis ..	1,692,600	653,800	1,058,400	645,400
Kansas City ..	900,000	345,000	1,568,750	197,500
*Los Angeles ..	37	33	.....	.....
Milwaukee .....	3,823,375	701,000	2,560,663	711,996
Minneapolis ..	530,070	313,020	317,840	234,020
Montreal .....	7,592,760	150,726	9,406,799	196,450
New Orleans ..	512,384	100,372	.....	.....
New York .....	456,157	.....	591,000	.....
Omaha .....	1,908,000	1,076,000	2,020,200	1,050,000
Peoria .....	1,502,150	1,174,600	521,000	301,050
Philadelphia ..	393,563	72,137	48,571	.....
St. Louis .....	2,394,800	1,134,900	1,921,445	621,495
St. Joseph .....	723,000	367,000	550,000	148,500
†San Francisco ..	448	1,982	.....	.....
Toledo .....	230,000	90,050	55,195	56,240
Wichita .....	5,000	12,000	5,000	5,000

\*Cars.  
†Tons.

## Rye Movement in August.

Receipts and shipments of rye at the various markets during August compared with August, 1920, were as follows:

	Receipts		Shipments	
	1921	1920	1921	1920
Baltimore ..	1,582,056	1,210,832	475,714	1,600,491
Chicago .....	980,000	501,000	1,475,000	613,000
Cincinnati ..	57,600	42,000	22,800	25,300
Duluth .....	2,935,417	.....	1,684,540	.....
Indianapolis ..	105,000	106,400	99,400	98,000
Kansas City ..	62,700	89,100	42,900	37,400
*Los Angeles ..	7	1	.....	.....
Milwaukee .....	512,910	455,735	437,766	197,775
Minneapolis ..	766,770	624,920	491,100	687,270
Montreal .....	2,046,572	206,550	1,218,266	1,354,695
New York .....	339,300	.....	148,000	.....
Omaha .....	364,100	155,100	144,100	60,500
Peoria .....	10,200	91,200	13,200	69,600
Philadelphia ..	37,036	17,996	19,421	.....
St. Louis .....	57,675	54,089	7,860	42,140
St. Joseph .....	1,400	.....	.....	.....
Toledo .....	250,800	98,200	208,930	38,333
Wichita .....	6,000	.....	6,000	.....
Winnipeg .....	363,750	.....	.....	.....

\*Cars.



## Disastrous Failure of County Farm Buro.

A petition in voluntary bankruptcy was filed in the Federal Court at Bay City Aug. 15 by the executive com'te of the Alpena County Farm Buro of Alpena, Mich.

Liabilities are given as \$26,100 and assets, \$16,400.

The buro was organized July 24, 1920, with 937 members, of whom about 500 joined the marketing department by giving their notes for \$100 each. Additional funds were obtained by selling potatoes delivered by farmers and retaining the proceeds, which were invested in the purchase of an elevator at Lachine costing \$10,000 and in building another elevator at Ossineke also costing \$10,000.

The trouble started several months later when the farmers wanted their money and presented the checks received for produce to the banks which declined to pay them as there were not sufficient funds. Many of the holders of the worthless checks are farmers who sold grain and wool to the buro, each of their claims ranging from \$500 to \$1,000.

Failure was due to doing a losing business. It was easy to buy grain, wool and potatoes,

but it was impossible to sell these commodities for more than the market price. If the buying prices had been made low enough to protect the buro the farmers would have been dissatisfied at the start. As it is they are dissatisfied at the finish, to the amount of several hundred dollars apiece, besides their notes for \$100.

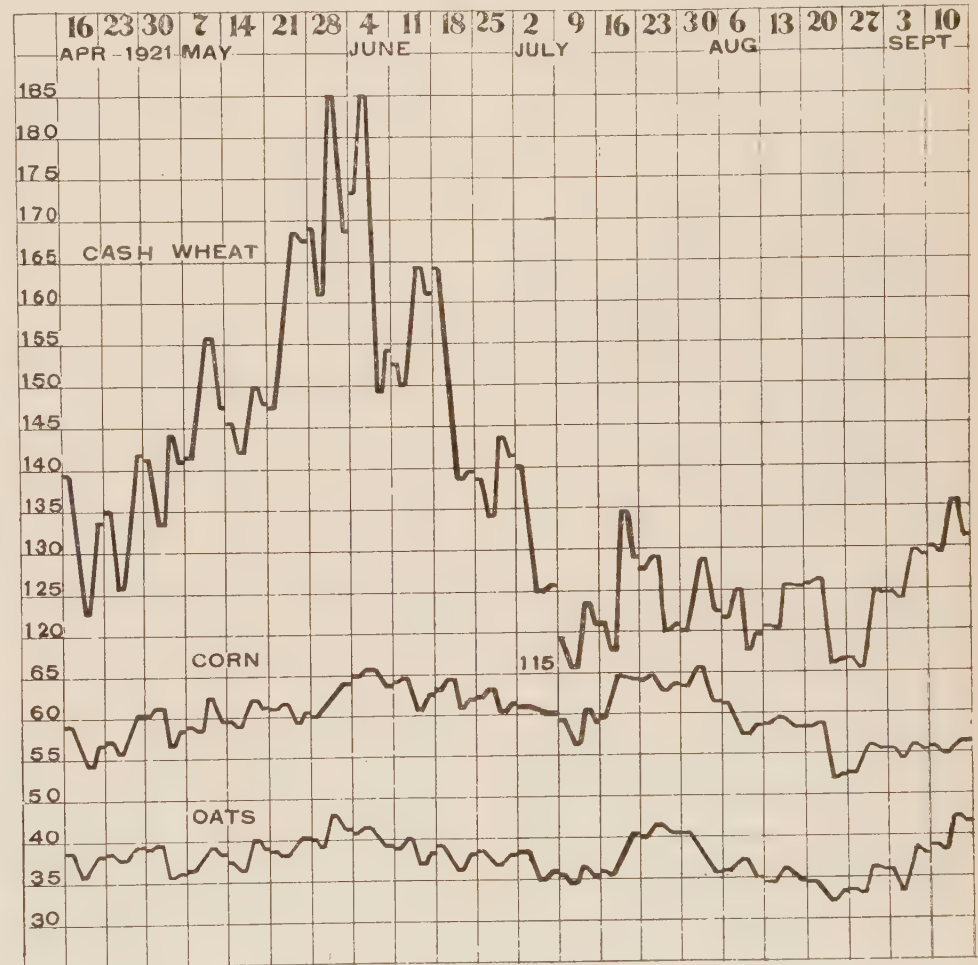
With its little liquid capital sunk in the idle elevators the buro was unable to continue its losing business for any length of time. An attempt was made to keep going but many of the farmers who had been the original supporters lost confidence and refused to throw any more money into a rat-hole.

FRANCE will this year produce wheat enough for its own use because the 1921 crop, which includes the crop of Alsace-Lorraine, is slightly heavier than the average production from 1909 to 1913.

FLAT BILLING or flat tonnage may mean a car of grain which can be diverted without extra charge, but What do you understand it to mean? Texas dealers hold various opinions as is evidenced by an arbitration decision published in this number. Think it over and let us know what you decide.

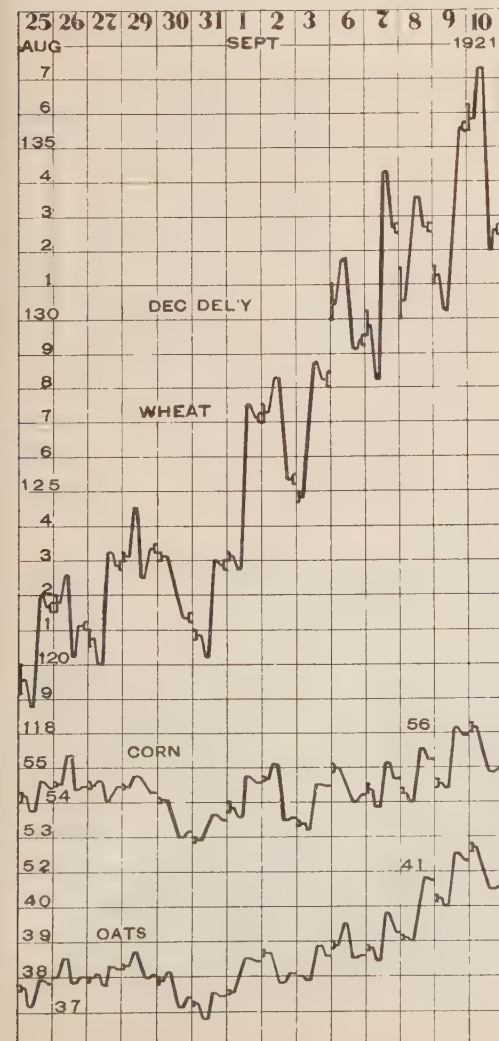
## Cash Wheat, Corn and Oats Fluctuations from Apr. 11 to Sept. 10.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



## Chicago Futures

Opening high, low and close on wheat, corn and oats for the December delivery at Chicago for 2 weeks past are given on the chart herewith.



## Daily Closing Prices.

The daily closing prices of wheat, corn and oats for December delivery at the following markets for the past two weeks have been as follows:

DECEMBER WHEAT.												
	Aug. 25	Aug. 26	Aug. 27	Aug. 28	Aug. 29	Aug. 30	Aug. 31	Sep. 1	Sep. 2	Sep. 3	Sep. 6	Sep. 7
Chicago	121 1/4	121 1/4	122 1/4	123 1/4	121 1/2	122 3/4	127	125 1/2	128 1/2	129 1/2	132 3/4	132 3/4
Kansas City	113 3/4	112 3/4	114	115 1/4	113 1/4	114 1/4	118 1/2	116 1/2	119 3/4	120 1/2	123 1/4	123 1/2
St. Louis	120 3/4	119 3/4	121 1/4	122 1/4	120 3/4	122 3/4	127	125 1/4	127 1/4	129 1/4	132 3/4	132 1/2
Minneapolis	129 1/4	129 1/4	129	129 5/8	128 1/2	130 1/2	133 1/4	131 1/4	134 1/2	135 1/2	139 1/4	141 1/4
Winnipeg	134 1/4	134 1/4	135	135 1/4	132 1/4	133	136 1/2	133 1/2	135 1/2	137	140 3/4	140 3/4
Milwaukee	...	121	122 1/2	123 1/4	121 1/2	122 3/4	127	...	128 1/2	129 1/4	132 3/4	132 1/2
Toledo	130 3/4	130 1/2	133	133	131 1/2	131 1/4	135 1/2	134	137	138 1/2	141 1/2	141 1/2
DECEMBER CORN.												
	Aug. 25	Aug. 26	Aug. 27	Aug. 28	Aug. 29	Aug. 30	Aug. 31	Sep. 1	Sep. 2	Sep. 3	Sep. 6	Sep. 7
Chicago	37 5/8	38	38 1/4	38	37 1/4	37 3/4	38 3/8	38	38 1/2	38 1/2	39 1/4	40 5/8
Kansas City	34 5/8	35	34 3/4	35 1/4	34	33 3/4	35 5/8	35 5/8	36 1/8	36 1/2	36 3/4	37 3/4
St. Louis	35	36	36	36	36	35 3/4	36	37 1/2	37	37 1/2	38 1/4	39
Minneapolis	32 7/8	33	33 1/4	33	32 1/2	32 3/4	33 3/4	33 3/4	34 1/4	34	35	35 3/4
Winnipeg	44 1/2	45	45 1/4	45 1/2	44 3/4	44 3/4	45 5/8	44 3/4	44 3/4	45	46 1/4	46 1/2
Milwaukee	...	38	...	38	37 3/4	37 3/4	38 1/4	...	38 1/2	38 5/8	39 1/4	40 5/8
DECEMBER OATS.												
	Aug. 25	Aug. 26	Aug. 27	Aug. 28	Aug. 29	Aug. 30	Aug. 31	Sep. 1	Sep. 2	Sep. 3	Sep. 6	Sep. 7
Chicago	54 1/2	54 1/2	54 3/4	54 3/4	53 1/4	53 1/2	54 3/4	53 1/2	54 3/4	54 3/4	54 3/4	55 1/4
Kansas City	46	46 1/2	45 5/8	45 5/8	44 1/2	44 3/4	46	45 5/8	46	45 5/8	46 3/4	47 3/8
St. Louis	52	52 1/4	52 1/2	52 1/2	51 1/2	51 1/2	52 3/4	51 1/2	52 3/4	52	52 3/4	53
Milwaukee	...	54 5/8	54 3/4	54 3/4	53 1/4	53 1/2	54 1/2	...	58 1/4	54 1/2	54 5/8	55 1/4



# Michigan Dealers At Detroit

Members of the Michigan Hay & Grain Ass'n convened at the Cadillac Hotel, Detroit, Aug. 26 for their 20th annual meeting.

Harry Carson, pres. of the Detroit Board of Trade, in extending the welcome to the visitors gave a brief history of the Detroit Board of Trade, advising that consideration was being given the construction of a new elevator in Detroit to handle incoming grain by rail and for shipment to the seaboard by boat.

Raymond Meyers, Jackson, Mich., responding, said that the Detroit market was sure to progress, as shippers to that market were given every consideration.

Pres. Downer appointed the following committees: Nominating: T. J. Hubbard, Lansing; L. Mansfield, Remus; S. Kirby, Owosso. Auditing: Albert Reidel, Saginaw; A. Ruttle, Bay City; T. Smith, Silverwood. Resolutions: H. L. Strong, Battle Creek; L. Todd, Owosso; Mr. Goulay.

Fred M. Williams, New York, N. Y., read a paper from which we take the following:

## Present Tendencies

During the past year the country has been passing through one of the most serious reconstruction periods in its history. As in the case of practically every other line of business, the hay and grain trade has suffered greatly in this readjustment. Shippers or receivers that can show a profit on their business for the past year are indeed fortunate, for they are in the minority.

While the future outlook in all lines of business is far from being as satisfactory as we desire it, there are indications, however, which lead us to believe that the business barometer will cease its violent fluctuations, and we may at least look forward to a gradual return to more normal conditions.

Purchasing hay and grain in the manner that it has been purchased during the past five years cannot but show disastrous results. Notwithstanding the fact that the hay crop just harvested is far below a normal yield, there is enough of the old crop left in the hands of the farmers to make up the shortage. This, together with the other roughage available, will provide an abundance of feed for the farm and market during the coming year or until another harvest.

As a result of the decline in value of farm products during the past year, farmers have been led to believe through the agitation of various agencies that the responsibility to a very great extent is chargeable to exorbitant profits realized by the middlemen. This they intend to eliminate and do business direct with the consumer. Propaganda of this character has been injected into the minds of the farmers of the entire country and is responsible for the formation of cooperative farm organizations for marketing their products and purchasing necessary supplies for the farm.

In his inaugural address President Harding wisely said, "In the future there will be less government in business and more business in government." This statement could be well applied to state and county as well as the national government. There has been altogether too much ruinous agitation and legislation indulged in during the past few years at Washington, and in the legislative halls of the various states. This so-called progressive and constructive legislation which we have been indulging in for some time past, for some reason or other, does not seem to bring the results we have been led to expect.

Eliminate the middleman and place the distribution of farm products in the hands of farm agencies and the farmers' profits will disappear. The middlemen are not responsible for the decline in value any more than they are responsible for farmers hoarding hay, grain, potatoes and other products, as they have for the past two years, expecting to realize wartime prices. Millions of bushels of potatoes rotted in cellars and pits last spring that farmers had been offered good prices for in the fall.

Many American farmers refused a fair price for wheat last fall and permitted the Canadian farmer to dispose of millions of bushels of grain to American buyers and exporters with the general result of the loss of millions of dollars to the American farmers.

If the farmers of the country would take President Harding's advice, inject more business principles in farming and less farming in business, it would not be an error of judgment.

Farmers have their part to perform in the affairs of the country and should confine their efforts to production. If methods of distribution are to be improved, that matter should be handled by those whose knowledge and experience qualify them to make such changes and improvements.

Sec'y John C. Graham, Jackson, read his annual report, which follows:

## Secretary's Report.

The past year has been a very trying one in the trade, particularly because most of us had to do business on a falling market.

There was, however, plenty of opportunity for us to take an active interest in transportation questions, looking to a better car supply, freight rates, etc. In any number of cases your sec'y's office has secured cars for shippers who had to have them to protect their contracts of sale, and in most instances we found the railroads willing to furnish the cars when the situation was explained to them.

The work of the Ass'n with respect to freight rates and general transportation conditions has been done largely through your Sec'y being a member of the Executive Com'te of the National Industrial Traffic League, and Chairman of the Legislative Com'te of the Michigan Traffic League.

At the time of the 40% advance, you may recall that the public generally, including, if you please, the members of this Ass'n, believed that the railroads should have more revenue and objected to any opposition being made to these advances in rates. At that time we were all making money and we did not consider that it would take as long to secure reductions as it did for the railroads to get advances.

The Transportation Act of 1920 requires that the railroads, as a whole, shall earn 5½ or 6 percent upon their valuations, and at the last report they were earning about one percent. For this reason, it is generally believed that there should be no general sweeping reductions in rates, but rather that there should be adjustments in rates where they are so high as to prevent the movement of any particular commodity.

This resolves itself into a plain statement of facts to be produced by sworn testimony to the Commissions. We can not make a bare statement and get away with it. Such things have been done to the Interstate Commerce Commission. No additional movement of freight has resulted from the reductions in rates, and the application for consequent reductions has done more harm than good to the general situation.

No doubt relief can be granted on specific commodities, such as hay, grain, etc., if it is shown conclusively that the lack of movement to the markets is due to the high transportation costs, but proper research and evidence must be secured to show absolutely that this is a fact in order to secure the necessary relief.

As Chairman of the Legislative Com'te for the Michigan Traffic League, your Sec'y was given the credit for defeating, during the past session of the legislature, railroad legislation which would cost the railroads in Michigan upwards of three million dollars annually. We plainly stated at the hearings that the farmers and commercial interests of this state would not pay the three million dollars in additional freight and passenger rates; that if these bills were passed, creating this additional expense, it would have to come out of the operating costs of the carriers, as they were not then earning what the federal act said they were entitled to earn. The bills were defeated.

The Ass'n has lent its moral and financial assistance to the Michigan Traffic League in its effort to secure a better adjustment of class rates in the State. We understand the fund, sufficient to start action, is about raised and it is probable the case will be brought in the near future. The Michigan Traffic League is in the same position as any other Ass'n; it has no funds of its own, only dues from the few traffic men who are members, and must depend on voluntary subscriptions to such actions as the one now before it.

This matter is one of real interest to our members north of the Main Line of the Michigan Central.

The Ass'n has 155 members. If every elevator man in the State were a member, you would have an ass'n with sufficient funds to be a real factor in state and national affairs, with a Sec'y who could devote his whole time to looking after your interests and in a way that you want it done.

W. I. Biles, Saginaw, pres.-elect, Nat'l Hay Ass'n: I want to assure you that while I am

president of the National Ass'n I will do everything I can to build up the Ass'n. The Michigan Hay & Grain Ass'n should become affiliated with the National Ass'n. We can accomplish so much more if we work together. The cost is very small compared with the benefits derived. Another thing, I would urge all dealers to meet competition as it is before them.

Warren H. Dean, sec'y N. Y. Hay & Grain Ass'n: Our ass'n has pledged itself to support the grades of the National Ass'n. I feel sure that you, too, would find it to your advantage to do so. We should all stand together in the matter of grades.

Harry Northway, Owosso, treasurer, made the following report, which was accepted:

## Financial Statement.

Receipts:  
Balance on hand Aug. 30, 1920..\$531.73  
Dues 1920-21 ..... 602.00  
\$1,133.73

Expenditures:  
Secretary's salary .....\$300.00  
1920 convention expense ..... 312.35  
Other expenses ..... 195.03  
807.38

Balance on hand Aug. 26, 1921 .....\$ 296.35

T. J. Hubbard, Lansing, after reading reports from different sections of the country, giving conditions of the hay crop, said: A great evil at this time is the advancing of money on hay purchases. This is one year that you cannot afford to do this. Bankers haven't the money to loan and they are more conservative. We should get away from it. A signed contract is just as binding as a loan. We should eliminate these advances and try to keep the bankers satisfied. We must also do everything possible to have this \$7.00 re-consigning charge eliminated.

J. Vining Taylor, sec'y Nat'l Hay Ass'n, read the new grades adopted by the Nat'l Ass'n at their recent meeting in Chicago. He asked that the Michigan Hay & Grain Ass'n back up the National in the matter of grades.

## Election of Officers.

The following officers were elected: Harry Northway, Owosso, president; R. S. Bishop, Elmont, 1st vice pres.; J. M. Isgrede, Traverse City, 2nd vice pres.; Albert Reidel, Saginaw, treas.; T. J. Hubbard, Lansing, sec'y. Directors for two years: F. L. Young, Lansing; D. Bridgemon, Jackson.

Chas. Quinn, sec'y Grain Dealers Nat'l Ass'n explained to the dealers the campaign being conducted by his ass'n and other organizations to educate the public in the simple and recognized principles of economics in their relation to business as it is conducted today.

Through Mr. Sturgess, the Flint Chamber of Commerce invited the ass'n to hold its 1922 meeting in that city. The invitation was referred to committee.

Mr. Biles: Adopt the rules of the Nat'l Ass'n. We will never get anywhere until we work in unity.

F. L. Young, Lansing: Michigan dealers have made certain sacrifices. I believe we should line up with the national.

Mr. Taylor: I want to ask the co-operation of this ass'n in seeking a reduction in freight rates. We must collect data and go before the interstate commerce commission and fight for these reductions.

Will Cutler, Adrian: I would like to see this ass'n go on record to stand by the grades adopted by the Nat'l Ass'n. (The motion was carried.)

Fred M. Williams gave a brief history of the Horse Ass'n, followed by Wayne Dinsmore, sec'y of that organization, who went into detail explaining what is being done to prevent "old Dobbin" from being eliminated from the highways and byways of the country.

The following resolutions were adopted:

## Resolutions.

Endorse G. D. N. A. Campaign.

Whereas, The Grain Dealers' National Ass'n has inaugurated an educational campaign to enlighten the farmers of the country regarding



propaganda which has tended to misrepresent the economic functions of the middle man, be it.

Resolved, That the Michigan Hay and Grain Ass'n hereby endorses this movement of the Grain Dealers National Ass'n and that we pledge our undivided support to the National Ass'n in this work.

## For Reduced Freight Rates.

Resolved, That the Michigan Hay and Grain Ass'n heartily endorses the National Grain Dealers Ass'n and The National Hay Ass'n in their efforts to secure a reduction in freight rates on both domestic and export rates on grain and hay.

The reduction of 7½¢ per hundred on export grain will, we are glad to note, go into effect Sept. 1, while the railroads have made application to the Interstate Commerce Commission for 4½¢ per cwt. reduction on domestic rate.

While this Ass'n does not entertain the view that there will be a general reduction in freight rates, because of the provisions of the Transportation Act, which makes it mandatory on the Commission to permit a net income from 5½% to 6% on railroad security, yet a reduction on freight rates on some commodities is absolutely necessary to move these commodities into commerce.

This is especially true of hay, and we pledge ourselves to give the National Hay Ass'n every possible assistance in their efforts to have either the freight rates on hay reduced or the classification lowered.

## Business Activities Government Agents

Whereas, It has been forcibly brought to the attention of this Ass'n through its membership that there is a steady, growing practice on the part of farm bureau agents in the employ of state and federal departments to align themselves with the commercial activities of so-called co-operative buying enterprises composed of feed consumers; and

Whereas, in the opinion of this Ass'n, such activities were never presumed to be a part of the functions of a state or federal employee, and constitutes in effect a misuse of public moneys; and,

Whereas, such usage of public funds constitutes a form of class discrimination, in industrial life, at the expense of business interests, consumers and all other taxpayers, virtually creating thereby a subsidy; therefore, be it Resolved, that the Michigan Hay & Grain Ass'n, while recognizing the inherent right of any class to organize within legal bounds for its legitimate benefit, and while conceding the basic principles of organization, deeply deploring this seeming governmental approval of a form of class legislation; and be it further

Resolved, that every member of this Ass'n take due cognizance of this state of affairs and that each member take steps to protest to his representative both in state and federal government to the end that all business receive justice in the circumstances.

## Support Horse Ass'n.

Owing to the fact that the Horse Ass'n of America is working in the interest of bringing the horse back to his own, and whereas we feel the future of the hay and grain business depends largely upon bringing the horse back into his own,

Be it Resolved, that the Michigan Hay and Grain Ass'n, through its individual membership, pay in to the Horse Ass'n of America 10¢ per car per year commencing Jan. 1.

Adjourned, sine die.

## The Banquet.

In the evening the visiting dealers and their ladies were entertained at a banquet given at the Cadillac Hotel. John Dexter of Detroit acted as toastmaster. Entertainment was furnished by Mrs. Joseph McMullin of Hemlock,

and Mr. and Mrs. H. L. Strong of Battle Creek. Short addresses were made by W. I. Biles, Wayne Dinsmore, J. Vining Taylor, and Pres.-elect Northway.

After the banquet everyone enjoyed a two hour boat ride on the Detroit River.

Michigan dealers present included: E. C. Forrest, Saginaw; A. M. Shantz, Mecosta; R. Fuhrman, Bad Axe; J. S. McMullin, Hemlock; M. T. Walch, Freeland; A. Crane, Eaton Rapids; J. Baldwin, Marion City; W. B. Abrams, Eaton Rapids; E. J. Hausen, Battle Creek; A. W. Sheffield, Battle Creek; T. E. Moran, Rise; Robt. Ryan, Lansing; E. Gleason, Emmett; C. W. Wendt, Brown City; F. J. Flynn, Gladion; H. D. Gates, Jackson; H. W. Bucknell, Jackson; John McIntyre, Tecumseh.

BRAZIL, IND.—“Some of the land in this locality will produce only five bushels of wheat per acre while in Europe and Asia land that has been used for 4,000 years is still in the state of high productivity,” is the message of the National Lime Ass'n to Indiana producers.

DUMP ACCIDENTS are not frequent, but enough occur to make a responsible operator of a grain elevator nervous, and it would seem advisable for every precaution to be taken to prevent accidents on dumps and scales. In this number is told of a Montana elevator company which is defendant in a suit for \$11,000 damages resulting directly from the giving away of the dump scale, which scared the horses and caused a runaway. Now, \$11,000 would pay for the installation of several modern, up-to-date truck dumps and save a world of worry and expense. If you have any doubt about the safety of your dump scales, inspect them frequently and guard them cautiously until you are able to replace them with dependable equipment, but do not take any unnecessary chances.

WHEAT LOSS claims growing out of the downward fixing of the price by the government will be paid under the House Bill, H. R. 2365, introduced by Tincher, but to get favorable action in the House Agricultural Com'te individual grain dealers who suffered loss should address a letter giving substantial reasons for reimbursement to the members of the com'te at Washington, who are: Gilbert N. Haugen, chairman, Iowa; James C. McLaughlin, Michigan; Charles B. Ward, New York; Fred S. Purnell, Indiana; Edward Voigt, Wisconsin; Melvin O. McLaughlin, Nebraska; Carl W. Riddick, Montana; J. N. Tincher, Kansas; Thomas S. Williams, Illinois; James H. Sinclair, North Dakota; Edw. D. Hays, Missouri; Charles J. Thompson, Ohio; Fred B. Gerner, Pennsylvania; Frank Clague, Minnesota; John D. Clarke, New York; J. Kuhio Kalaniana'ole, Hawaii; H. M. Jacoway, Arkansas; John W. Rainey, Illinois; James B. Aswell, Louisiana; Davis H. Kincheloe, Kentucky; Marvin Jones, Texas; and Peter G. Ten Eyck, New York.

## The Western Maryland Will Build.

For months prospective builders of new terminal elevators and prospective improvers of old elevators have been figuring with sharp pencils on plans and specifications for the much needed improvements. But the Western Maryland Railroad is the first to be forced by a rapidly growing business to get into action and let the contract for much needed grain handling facilities at Baltimore.

Its original reinforced concrete elevator of 1,000,000 bushels capacity was completed by Jas. Stewart & Co. in 1915. An addition of 1,000,000 bushels was erected in 1918, and now a contract has been let to the same firm for additional storage tanks of 1,500,000 bushels and an increase in the working house of about 50%. The shipping gallery will be extended 250 feet so as to load three ocean steamships at one time, and a second story will be added to the first 300 feet of the conveyor gallery so as to facilitate and expedite the loading of different kinds of grain simultaneously. With the improvements planned the elevator will be able to load 90,000 bushels per hour into ocean steamships.

The drier house will be supplemented by a new reinforced concrete fan house so as to insure an ample supply of fresh air to both the hot and the cold air chambers of the driers, the purpose being to prevent dust being carried into the steam coils and increasing the danger of a dust explosion.

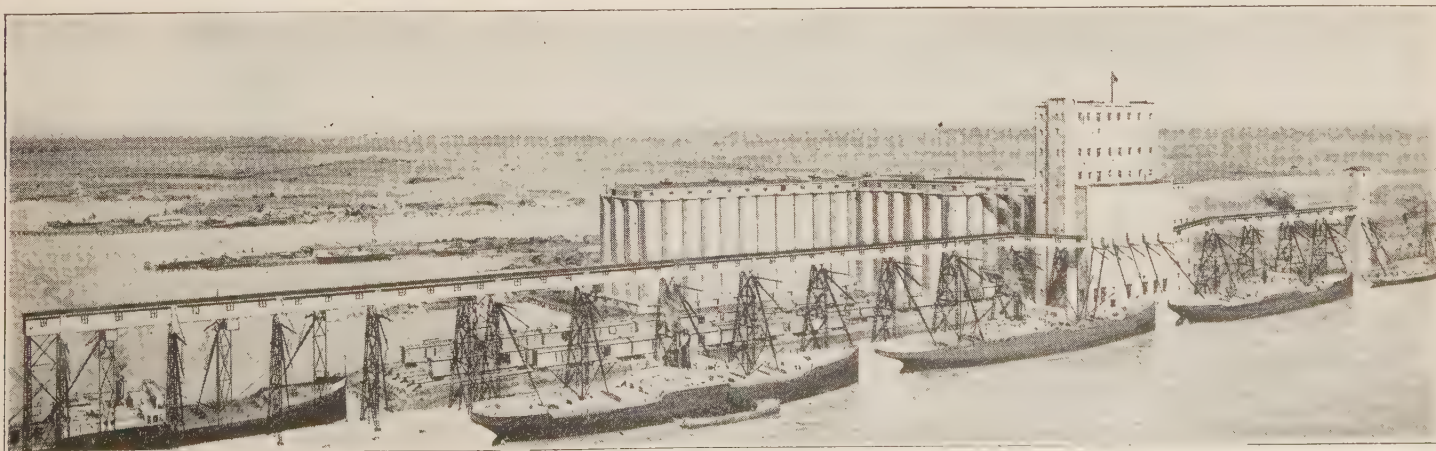
The working house addition will contain 3 additional legs of large capacity, 20 electric motors, 5 new cleaning machines, and the additions will call for the installation of several miles of heavy belting.

The rapid increase in the storage and handling facilities of this new modern, fireproof elevator at Baltimore is credited largely to the hustle, enterprise and industry of the superintendent of the Western Maryland terminal, J. A. Peterson, who has long been known as one of the most capable grain elevator operators.

While this contract for the additions is the first encouragement to the builders of large terminals, many others are on the drafting boards and additional contracts are expected to be let shortly.

THE CORN BORER has been found at several points in Northern Ohio and the state and federal entomologists are now trying to find the extent of the infestation.

You can't farm \$300 land, live in modern farm houses, and compete with the farmer of India, unless you use brains. The consumer does not care who raises the wheat or what it costs to raise it. He wants it as cheap as he can get it. Our problem is one of producing. Agricultural research is in its infancy and today is practically at a standstill. If we devote our time to problems of producing the problems of marketing will take care of themselves.—Eugene Davenport, Dean of College of Agriculture, University of Illinois.



The Western Maryland Fireproof Elevator at Baltimore, Md., as it will look when Improvements are Completed.



## Grain Carriers

TOLEDO, O.—Several shipments of wheat have cleared from Toledo recently by small vessels destined for Montreal for export.

THE SENATE INVESTIGATION of the carriers will probably be continued shortly after Sept. 21, the date when Congress reconvenes.

CAIRO, ILL.—The federal barge terminal under construction here is expected to be in operation about the middle of September.

CARRYING 174,000 bus. of corn from Chicago to Depot Harbor, Ont., the steamer A. B. Uhrig ran aground at Big Point Sable on Aug. 30.

MONTREAL, QUE.—To relieve the recent congestion at Montreal harbor four floating elevators having a total daily loading capacity of 420,000 bus. have been established in the harbor.

SO REPAIRS can be made to cars on a piece work basis The Great Western has leased its shops at South St. Paul, Minn., to a Cleveland concern which will handle car repairs of the road.

THE ESTABLISHMENT of grain and hay rates from points in Oklahoma and Kansas to Texarkana, Tex.-Ark. was discussed at a hearing held on Sept. 8 by the Southwestern Freight Bureau.

BECAUSE OF DELAYS to flour shipments by two Oklahoma carriers the Middle States Milling Co., of Tulsa, Okla., has filed a complaint with the Oklahoma Corporation Commission.

RATES on beans, rice, barley, peas and several other products moving from Pacific and intermountain points to points in the southeast have been reduced by the transcontinental carriers.

THE YEAR which has closed was the best the Panama Canal has yet had. Even so, receipts from tolls, \$12,280,000, lacked \$4,200,000 of meeting the Government's expenditures for the Canal.

A 7½ CENT REDUCTION will be put into effect on the lines of the Kansas City Southern on grain moving from Kansas City to Port Arthur, Tex., if the Interstate Commerce Commission gives its consent.

BILLS before the Com'ites on Interstate Commerce of both the House and the Senate would require carriers to haul their freight at a fixed charge per mile and would entirely change the present system of rate making.

BECAUSE OF DELAYS and losses in transit of various of its grain shipments the Fernandes Grain Co. of Springfield, Ill., has filed nine suits in the Illinois circuit court against the Chicago & Alton and other Illinois carriers.

JAPANESE STEAMERS are taking the greater portion of the full cargo shipments of wheat from Columbia River ports this year, whereas they have done little of the business from those ports in the European trade in the past.

SUMNER, MISS.—The Webb-Sumner Oil Mill is complaining about the rates on cottonseed moving from points in Arkansas, also from Memphis, Tenn., to Webb, Miss. The question is soon to be threshed out before the I. C. C.

EFFECTIVE SEPT. 3 the Soo Line authorized the establishment of a transit privilege at Milwaukee on grain originating at Soo Line stations or on grain delivered by other lines to the Soo at Minneapolis, St. Paul, Duluth and Superior.

THE PATES ON BEANS in bags moving from Gagetown, Mich., to Cape Girardeau, Mo., are called unjust and unreasonable in a complaint filed with the Interstate Commerce Commission by the Meyer & Albert Co. of Cape Girardeau.

DISCRIMINATION between ports brought about by railroad terminal control was denounced by Maj. Gen. Lansing Beach of the Army Engineer Corps in an address delivered before the Am. Soc. of Civil Engineers at New York.

KANSAS CARRIERS on Aug. 25 applied to the Interstate Commerce Commission for permission to reduce their rates on grain moving from points in Kansas to the Gulf, according to J. R. Koontz, general agent of the Santa Fe at Topeka, Kan.

OCEAN GRAIN CARRIER representatives in session at New York, N. Y., on Sept. 7 said that the grain carrying situation at that port was exceedingly bad because of the serious effects of the competition given by the gulf ports and Montreal.

DELAY to lake grain vessels at eastern Canadian ports has started the vessel owners to demand demurrage charges for delays that last over four days. They say that the present rate of less than 2 cents will not permit the long layovers.

RULES governing claim collection from the B. & O. in connection with the transit privileges on grain and grain products at Cincinnati are condemned by the Cincinnati Grain & Hay Exchange in a complaint recently filed with the Interstate Commerce Commission.

PERMISSION TO REDUCE rates on grain moving from points in Kansas to Gulf ports was asked of the Interstate Commerce Commission by all the roads operating in Kansas. The request was made on Aug. 26 and if granted will amount to about 15% or 3 cents per bushel.

CHICAGO, ILL.—A tentative report of the Interstate Commerce Commission suggests that the N. Y. C. be permitted to acquire the belt lines at Chicago on the acceptance of certain conditions. The belt lines at Chicago serve the stock yards and several grain elevators and feed plants.

A 34% REDUCTION in rates from Montana has been temporarily established by the Great Northern in order that the producers of Montana will have an opportunity of moving their crops. The new temporary rate on hay amounts to \$10.50 per ton to St. Paul compared with the usual rate of \$14.50.

BARGE LINES operating on the Mississippi have reduced their rates on grain moving to New Orleans for export, in line with the reduction in rail rates recently announced to the Atlantic and Gulf ports. The new barge rate from St. Louis to New Orleans for export grain will be 14.4 cents per hundred.

MINNEAPOLIS, MINN.—A suit for \$145,000 has been filed in the U. S. District Court at Minneapolis against the Washburn-Crosby Co. by the Northern Pacific. The carrier alleges the amount is due as charges for shipping wheat to the milling company at Minneapolis from Duluth and points in North Dakota.

SEEMINGLY PLEASED with the domination of the rail unions over the carriers, the inflated wages and the high freight rates which came of government control, the executive council of the American Federation of Labor in session at Atlantic City on Aug. 29 adopted a plan to further the movement to bring about public ownership and a more democratic control of the carriers.

HIGH FREIGHT RATES seem to be giving new life to river shipping. The New Orleans River front has a dozen or more river vessels arrive every morning. Freight steamers on the Mississippi are now able to average 150 miles per day or three times more than the average railroad freight haul per day. St. Louis has provided new river terminals. The Illinois Central is planning on an increased barge movement from Cairo, and Memphis and Vicksburg are putting in floating terminals. During August, of the 3,000,000 bus. of grain shipped south from St. Louis, Mo., approximately 20% of it was carried by barge.

INCREASED FREIGHT RATES are not all that bothers the shipper these days. With the increase in rates there has been a corresponding increase in the transportation tax collected. The yield of transportation taxes on freight shipments for the year ending June 30 was approximately \$140,000,000 compared with \$131,700,000 the preceding year.

HEARINGS on charges for wharfage, dockage and storage at gulf and south Atlantic ports will be held by Examiner Keeler of the Interstate Commerce Commission at Norfolk, Va., Sept. 19; Charleston, S. C., Sept. 26; Savannah, Ga., Sept. 28; Jacksonville, Fla., Sept. 30; Mobile, Ala., Oct. 3; New Orleans, La., Oct. 6; Galveston, Tex., Oct. 10.

THE PROPOSED CHANGE in demurrage rates suggested by the National Industrial Traffic League is not meeting with approval of the grain trade. Commenting on the proposal Ed Byars, traffic manager of the West Texas Chamber of Commerce, says the scheme will be an additional penalty on shippers. (The plan was outlined in the Aug. 25 number of the Journal, page 301.)

MONROE, MICH.—The Amendt Milling Co. is located along the N. Y. C. on a line that is an old line of the Lake Shore. The N. Y. C. in times of emergency uses the line thru Monroe as its thru line on east and west traffic. The carrier, tho, would not permit transit privileges on grain at Monroe that it granted on east and west grain at stations on its main line. The action of the carrier is upheld in I. C. C. 11586.

THE BULKHEAD CHARGE of \$5 which the shipper must pay the carrier for permission to install a partition in a car that is to carry grain is condemned as exorbitant by many southwestern shippers. Accordingly H. B. Dorsey, sec'y, Texas Grain Dealers' Ass'n, has taken the matter up with the Western Trunk Line Com'ite. Sec'y Dorsey has asked Texas dealers to let him know exactly how they feel about this charge.

THE CORN RATE from points in Illinois on the Santa Fe to Battle Creek, Mich., is called unjust and unreasonable by the Kellogg Toasted Corn Flakes Co. in a complaint filed with the Interstate Commerce Commission. The complainant says that it had to pay the combination of rates on the grain to Chicago and then local rates to Battle Creek instead of a thru rate. The establishment of reasonable rates and reparation is asked.

THE TIME for filing overcharge claims which accrued under Federal Control, with the Interstate Commerce Commission will be extended to March 1st, 1922, if Senate Bill 621 becomes a law. This bill was passed by the Senate on June 11 and will be brought up for passage in the House shortly after the recess of Congress. It pertains only to overcharge claims. The United States Railroad Administration extended the time from March 1st, 1921, to Sept. 1st, 1921.

GRAIN DEALERS at, and farmers around, Ritzville, Wash., are benefiting by the grain handling service recently put into operation by the Rieker Motor Co. of Ritzville. The motor company operates three large trucks and will go anywhere near Ritzville for grain and haul it at a charge of 2 cents per sack where the distance does not exceed 10 miles and where the roads are good. More is charged when the distance is greater or when the farmer is located on a piece of bad road.

GRAIN BOOKINGS on the Pacific Coast are reported active by western vessel agents. Several of the smaller foreign vessels which formerly were in the Atlantic service have entered the grain carrying service from this section and are shading the rates established by the shipping board. The Portland Oregonian recently estimated that of the present 50,000,000 bus. surplus of the present crop in the Pacific northwest 35,000,000 bus. will be exported from Portland and the remainder thru the other ports of the Puget Sound.



LOADED WITH GRAIN bound from New Orleans and Mobile to Antwerp, the steamer City of Brunswick ran ashore near Halifax on Aug. 26. To save the ship most of the grain was thrown into the ocean. Two days later the ship was abandoned, the crew stating that there was little hope of saving the remaining cargo or vessel.

OUR DIFFERENCES with the Railroad Labor Board arise out of the fact that, while Congress plainly created it as a board of mediation to act in disputes which railroad managers and railroad employes were unable to settle between themselves, the board has gone far beyond that scope and assumed very largely the role of an administrative or managerial body with respect to the labor affairs of the railroads.—Elisha Lee, v. p. Pennsylvania Lines.

## Capper-Tincher Bill Explained.

By L. F. GATES, CHICAGO.

The "Future Trading Act" better known to the trade as the "Capper-Tincher Bill" is now law tho its provisions will not become effective until the last days of the year. The primary incentive for this legislation was the rapid decline in price of grains of all kinds recorded on the exchanges during the summer and autumn of 1920.

There is nothing in this new law to prevent a recurrence of such market action at any time conditions are similar to those existing last year. If any one needs convincing proof of the value of education let him compare this law as it now stands with the various bills which were introduced soon after congress convened last December.

Most of those bills were absolutely destructive in character and the enactment of any one of them would have made necessary the complete reorganization of the grain marketing machinery.

That no such legislation was favorably considered was due to the good work of scores of farmers and grain merchants who appeared before the congressional committees and by frank statements in regard to marketing conditions gradually convinced the majority that the exchange system of future trading was most economical and efficient and must be preserved for the benefit of both producer and consumer.

This new law attempts to preserve the exchange in all its useful activities and at the same time to protect exchange trading from abuse by giving to the secretary of agriculture certain powers of supervision and to a commission certain disciplinary powers. No one who wishes to use the market for hedging purposes or for reasonable speculation has anything to fear from this new law.

The members of the exchange need fear no unwarranted burden of the law as administered wisely although in the hands of a radical or partisan administrator the burden admittedly might become so great as to be very objectionable.

The likelihood of unwise administration is minimized however, by the fact that any such unreasonable burden would at once be passed along to the producer as an added toll on his product and with such a result in prospect any administrator might well be sobered.

Only those exchanges on which are handled contracts for "Future delivery" will need to apply for the designation "Contract market," and so submit themselves to supervision by the secretary of agriculture.

Other exchanges may so apply but there is nothing in the law which would necessitate their doing so.

A year hence the general public may have forgotten about the law while the exchanges may feel only the loss of indemnity trading but may be confronted by new problems arising out of the so-called "Co-operative" provision of the new law.

## Car of Oats Nets Less Than \$70.

Record big cars of grain, and cars of grain that have sold for large amounts, have grown more or less commonplace and few persons are interested in learning about new instances of such extraordinary cars. But now there comes a car of oats to establish a record that will not excite, envy or attract competition, for its claim to fame is based on the small sum it returned to its owner.

George Potgeter, who is engaged in the grain business at Steamboat Rock, Ia., marketed the car of oats in Canada some time ago thru the grain pooling plan recently abandoned in that country.

The car contained 1,804 bushels. It sold at 28 $\frac{3}{8}$  cents a bushel in Winnipeg, making a total of \$511.88. Freight was \$239.23, leaving \$272.65. After the pool deducted what it wanted the balance received was \$69.71.

It cost \$202.94 commission to market the car of oats. In this country under the present marketing system the cost to the farmer would have been \$31.57 to market the same amount. It cost \$171.37 more than under the present competitive system.

In vigorously protesting against this costly form of cooperative marketing, Mr. Potgeter charged that the commission assessed for handling the shipment "is indisputable proof that only the competitive system will insure top prices for farmers."

The Canadian pooling plan was abandoned because farmers refused to tie up their grain for a long period under contracts similar to those being offered farmers in this country.

## Repudiation of Contracts Scored by Court.

The American Sugar Refining Co. is winning its suits against buyers of sugar who have been defaulting on their contracts made when the price of sugar was above 20 cents. Fortunately the grain trade is practically free from welchers. In a recent case Judge Bledsoe of the U. S. District Court at San Francisco, said:

"Now, the truth of the whole thing is easily apparent; this case is here because sugar went down and there was no thought of getting it (the case) here until sugar had gone down. \* \* \*"

"Aside from the fundamental disposition which I think should be in the breast of every man who expects to engage and continue in business in the United States of America—the disposition to live up to his contracts once he has entered into them—I think there ought to be the further but equally prevalent disposition to take one's loss, when it comes, like a sport; and whether it be a loss of \$300,000 as here, or a loss of three hundred cents—having over-purchased, having over-bought, having failed to guess with becoming perspicacity as to the future, if one would contribute something to the well-being of our civilization, he will not seek to avoid such a contract as that—one entailing a loss in virtue of his want of foresight—because, forsooth, on the narrow ground that five months after he entered into it he got advice that it was unlawful. He should bear this loss—bear it like a man—even if the bearing of the loss means bankruptcy.

Unwelcome bankruptcy may be accepted with honor; unwarranted repudiation, however, is a continuing badge of dishonor. To do the honorable thing at all events, even in the face of loss, is a part of the game; it is a part of the burden. And it seems to me that it is the burden that ought to be maintained by the plaintiff in this case."

INDIA has declared an embargo against further exports of wheat because of the excessive prices being charged natives for bread. In many districts it was feared an uprising would result if some such action were not taken.

## Employer's Duty to Check Up Accounts.

John C. Meyer, agent at Garber, Ill., for the American Hominy Co., Suffern-Hunt Mills Branch, Decatur, Ill., for 10 years, did during the period between June 8, 1914, and June 5, 1917, issue for grain alleged to have been purchased at the elevator 129 drafts to fictitious names, which he endorsed and cashed in the usual way at Gibson City, the drafts reaching the Milliken National Bank at Decatur from its correspondents at Bloomington or Chicago. Some of the drafts were negotiated by Meyer thru G. G. Eddy, engaged in the speculative grain business at Paxton, and some thru Bennett & Co., Chicago.

When the bank presented the drafts to the American Hominy Co. at Decatur the latter would check them up with the daily report made by Meyer and issue its check in payment therefor.

It was reported to the officers of the company at Decatur that Meyer was speculating on the Board of Trade. The company's cashier asked him about it, and was informed by Meyer that he had had a few trades, but that they were then all closed. Also that in several instances Meyer had offered to pay farmers in excess of the market price for their grain, if they would wait some time after delivery for their pay; that he was storing grain in the elevator in violation of the regulations of Illinois. It was known to the officers of the plaintiff that Meyer was conducting a small general store on his own behalf, in addition to the grain-buying business, and he was notified by the company that, if he was cashing customers' drafts in his store, he issue his own checks for the balances. At no time during the period involved in this case was the amount of grain in the elevator checked up to see if the proper amount was there, nor was any particular draft checked up with the scales record to see whether or not the amount of grain purporting to have been paid for by it was received by Meyer.

After it was discovered that no grain had been delivered on these drafts the American Hominy Co. brot suit against the Milliken National Bank to recover \$52,449.21 paid thereon, alleging Meyer had no authority to issue drafts without having received grain therefor.

The U. S. District Court for the Southern District of Illinois on Apr. 17, 1920, decided in favor of the bank, stating that

For ten years prior to the commencement of this suit, Meyer, plaintiff's agent, was authorized to make successive purchases of grain in the locality of his agency, from those who desired to sell, and must be held to have been a general agent. If an agent acts within the apparent scope of his authority, his principal is bound.

The rule is that, where one of two persons must suffer loss, he who by his negligent conduct made it possible for the loss to occur must bear it. Whatever neglect there was, was on plaintiff's side. Checking up of any of the drafts at any time with Meyer's records and the grain in the elevator in all probability would have disclosed the fraud. The plaintiff was at liberty to make this investigation; the defendant was not and could not have done so.

It is perfectly apparent that an occasional checking up of Meyer's transactions undoubtedly would have shown the truth. In the diligent prosecution of its business, plaintiff should have done this. After permitting Meyer to run its business with a free hand all the years covered by these drafts, and paying them upon presentment, plaintiff cannot now be permitted to dishonor them.—273 Fed. Rep. 550.

SENTIMENT generally appears to lean toward higher wheat prices. Private crop reports have now placed the total U. S. wheat crop at 741 million bus. which is about 46 million less than harvested last year. There is a prospective larger demand for wheat if the Russian relief figures are taken into account, so that the smaller carry-over this year and the lighter new crop supply (if the latest unofficial estimates are fairly accurate) is helping to align sentiment in wheat to the buying side.—Quinn-Shepherdson Co.



Seeds

BALTIMORE, MD.—On Sept. 3, 62,697 lbs. of red top seed cleared this port for Hamburg, Germany.

GLENDIVE, MONT.—Flax is averaging about 6 bus. to the acre.—W. H. Miner, mgr. Farmers' Grain Co.

VERSAILLES, O., Aug. 25.—Fields of clover are overrun with weeds and are not worth cutting.—D.

LOUISVILLE, KY.—The National Seed Co. has enlarged its space by taking over an adjoining building.

HELENA, MONT.—The annual convention of the Montana Seed Growers' Ass'n will be held in this city on Sept. 16.

TULIA, TEX.—The milo and kafir crops are fair around here altho the acreage is smaller than last year.—E. N. Noble.

LOUISVILLE, KY.—Hardman & Lewman have purchased a new four-story building and will move into it sometime this month.

WENTWORTH, S. D., Sept. 3.—The flax crop looks good but the acreage is small.—F. W. Stillwell, mgr. Wentworth Farmers Elevator Co.

ST. PARIS, O.—The crop of clover seed is almost a failure. The alsike and timothy crops are both fair.—The Farmers' Grain & Feed Co.

"PLANT SUDAN grass for hay and pasture in place of much of the millet now grown," is the substance of a suggestion made by the Kansas Experiment Station.

THE RECENTLY ORGANIZED ass'n of South Dakota growers of alfalfa seed has decided on the name of "Western Alfalfa Seed Growers' Ass'n." Headquarters will be maintained at Rapid City.

MEMPHIS, TENN.—Joseph Mitchell, for two years a junior partner in the Kimbrough-Mitchell Seed Co., Meridian, Miss., has moved to Memphis and will be the manager of the Ullathorne Seed Co.

IN MICHIGAN, white biennial clover commonly called sweet clover has proven much better adapted to conditions than either yellow biennial or yellow annual clover.—Michigan Agricultural College.

DES MOINES, IA.—Seed corn selection in Iowa is a pleasure this year and much of it has been done. Nothing but neglect can prevent the saving of an ample supply of excellent seed. This would be a good year to provide a double supply for emergencies.—C. D. Reed, meteorologist, U. S. Dept. of Agriculture.

Seed Movement in August.

Receipts and shipments of seed at the various markets during August compared with August, 1920, were as follows:

FLAXSEED.				
	Receipts—		Shipments—	
	1921	1920	1921	1920
Chicago, bus....	132,000	61,000	.....	65,000
Duluth, bus....	280,005	.....	246,050	.....
Milwaukee, bus....	256,686	12,831	10,300	1,200
Minneapolis, bus.	316,950	296,760	203,270	26,510
New York, bus....	346,000	.....	.....	.....
Winnipeg, bus....	190,275	.....	.....	.....
CLOVER.				
Chicago, lbs....	365,000	118,000	528,000	48,000
Milwaukee, lbs....	564,325	.....	726,166	60,000
New York, bags.	3,196	.....	486	.....
Toledo, bags....	2,845	570	1,316	610
TIMOTHY.				
Chicago, lbs....	10,849,000	2,347,000	5,228,000	1,504,000
Milwaukee, lbs....	1,359,647	39,318	109,160	73,000
New York, bags.	.....	.....	800	.....
OTHER GRASS SEEDS.				
Chicago, lbs....	3,051,000	695,000	1,051,000	482,000
Los Angeles, cars	2	.....	.....	.....
KAFIR AND MILO.				
Kansas City, bus.	292,600	235,400	233,000	277,000
Los Angeles, cars	19	265	.....	.....
St. Joseph, bus.	1,500	.....	.....	.....
Wichita, bus....	1,000	32,000	1,000	32,000

MILWAUKEE, WIS.—Flaxseed from St. Paul, Minneapolis, Minnesota Transfer, Duluth and Superior moving to Chicago and points beyond will hereafter be granted transit privileges at Milwaukee by the Soo Line.

PROPER SELECTION of the seed will control flax wilt on a flax sick soil, according to E. C. Stakman, H. K. Hayes, J. C. Leach and O. Aamodt, who have been conducting a series of experiments with flaxseed since 1911.

BALTIMORE, MD.—The Meyer-Stisser Seed Co. hereafter will be in complete charge of John F. Meyer, who recently purchased the interests of his partner. The company will continue to operate under the old name.

OBTAIN GOOD SEED, use fertilizer and plant after the fly free dates is the message being sent to Indiana farmers by the Purdue University as a caution against hessian fly infestation. The University says that last year 30% of the fields planted in many sections were fly infested.

CHICAGO, ILL.—Charles Dickinson, formerly in the field seed business, entered the 55-mile aeroplane derby held in Chicago on Labor Day and finished fifth. Mr. Dickinson is 63 years old, has been an aviation enthusiast for years and in this race defeated several younger entrants.

HYDROCYANIC acid gas as a disinfectant for seeds infected with parasites has been the subject of a series of investigations conducted by J. Stoklasa of the Paris Academy of Science. His report says: "Hydrocyanic acid gas is an excellent disinfectant for seeds, increasing development and yield."

PORTLAND, ME.—Louis C. Sterling, long in the grain business in the northeast and recently with the Burbank Seed Co. of this city, passed away recently at the age of 46 years. Mr. Sterling was born in Peaks Island, Me., was brought up in Portland and was for several years traveling representative of a Boston grain firm.

BALTIMORE, MD.—Local seedsmen have petitioned their members of Congress urging that the section of the Fordney Tariff Bill providing for a tariff on grass seeds be struck out. They point out that the revenue from such a tariff would amount only to approximately \$750,000 and that American farmers need the imported seed.

TOLEDO, O.—Clover market has been active. New crop is starting to move and hedging orders are making an appearance. Local crowd feels clover is too high. Will farmers rush their clover to market early? They have been free sellers of all grains and local crowd look for big receipts early. Receipts during August were 584 bags; the largest August receipts in a great many years. Quality this year is excellent, 722 bags grading rejected or better.—C. A. King & Co.

DELTA, UTAH.—The J. G. Peppard Seed Co. of Kansas City, Mo., which plans to operate from here on a large scale says of its cleaning plant to be erected, "It will be far superior to anything else in the intermountain country, even at the large seed centers. It will be fully equal in ability to perfect seed and nearly equal in capacity to the central plant of the company at Kansas City." Of its plans in the field the company says: "Our field service men will advise alfalfa seed growers of the best methods of cultivation and how to rid their crops of the weeds which detract from the market value. The company, in other words, plans to join the farmers in seeing that the seed is produced right and marketed right."

TOLEDO, O.—October usually stages a general clover "movie," altho when the crop is early, as it is this year, we have liberal receipts in September. This is especially true during years of large crops like 1916, 1914 and 1913. The largest September receipts of recent years was 8,324 bags in 1914, when seasons' total receipts were 71,767. Receipts were also large in Sept., 1913, 7,912 bags; and 1916,

4,092 bags. During the past few years, receipts in September were light, last year 634 bags, total 50,109 for the season. September, 1919, 528 bags; 1918, 641; and 1917, 272. The quality of current receipts is exceptionally good and most of it can easily be cleaned into prime. There is an excellent spot demand here and we strongly urge consignments. Off grades are selling at small discounts under prime.—Southworth & Co.

TOLEDO, O.—An early movement of clover seed is likely. Farmers probably will sell freely at the start. Does recent decline discount these factors? It may. Weather been ideal for seed making. Does not increase the acreage, which is very short generally, but more seed was made than seemed possible. Offsetting this come reports from across the water of a bullish situation, and in time must assert itself and become a big factor. Weather in France been very bad and no exports likely. They may buy back some of the seed they sent over this summer. Temporarily the movement in this country may be heavy enough to make market soft. May go on for a while and then stop. In the meantime, bearishly inclined dealers wonder who is to pay and carry the seed until spring. Depends upon how much comes here whether it proves much of a price influence. Toledo has not been burdened lately with much surplus. Outside dealers have helped carry a lot. They'll probably take their share again this year. Money will be available if a good margin is provided. Small country dealers have used the Toledo market more freely this year in hedging their holdings, and many no doubt have started, or will start soon to fill their contracts. After that what? Stocks may prove smaller than figured on now, and in the end a very short acreage may more than offset large production per acreage reported lately. Receipts here may prove large and the movement earlier than usual. The bulk of it will probably have had its effect on prices long before its arrival.—J. F. Zahm & Co.

TOPEKA, KAN.—Sorghum acreage is 602,000 acres or 25% less than last year. Condition at this time 84.1% or about 2% less than last year. Considering the recent rains the sorghum crop prospects are excellent. The kafir acreage this year of 779,525 acres, is 19.5% less than the 1920 acreage. The condition is 82.7%; compared with 81.21% last August and 67.8% in 1919. The milo acreage, 127,000 acres is less by 57% than in 1920. The condition is about the same as last year, 83.7%. A little more than 95,000 acres of sudan grass seed were planted this season compared with 108,000 acres planted last year. The acreage of broom corn, 10,100 acres, is concentrated this year largely in the half dozen extreme southwestern counties. The amount of alfalfa that will be left for seed this year is estimated at 27,600 acres or 38.3% less than last year. Present condition of the seed crop ranges from poor to fair in the eastern part of the state and from fair to good in western Kansas.—J. C. Mohler, sec'y Kansas State Board of Agriculture.

Imports and Exports of Seeds.

July imports and exports of seeds, compared with July, 1920, and for the seven months ending July, were reported as follows by the Bureau of Foreign and Domestic Commerce:

IMPORTS.				
	July—	1920	7 mos. ending July	1920
	1921	1920	1921	1920
Beans, bus.....	13,369	219,644	197,061	1,074,145
Castor beans, bus.	69,162	81,665	205,748	797,251
Flaxseed, bus....	776,036	1,796,954	6,107,480	15,599,182
Red clover, lbs.	882,391	240,541	14,890,245	12,426,238
Other clovers, lbs.	646,671	398,403	15,181,759	9,988,024
Oth. gr. sds., lbs.	933,249	622,198	7,024,698	18,320,370
Peas, bus.....	99,943	478,592	252,121	873,300
Sugar beet sd., lbs.	.....	979,430	6,352,189	14,401,087
EXPORTS.				
Beans, bus.....	155,516	41,951	938,094	1,373,737
Flaxseed, bus....	20	55	256	14,563
Clover seed, lbs.	11,787	34,372	3,237,615	2,826,067
Timothy, lbs.....	94,107	45,930	325,611	8,810,052
Peas, bus.....	2,376	11,431	76,830	216,294



LONDON, ENG., Aug. 19.—Consequent on the continuous drought which has prevailed since taking the first crop, red clover has been unable to make a start in its growth for the second cut, and even if rain were to come now, it will be too late for this country to produce more than a small crop. Should present conditions continue the only seed which will be saved is a small quantity of "fed" or maiden seed, which never amounts to more than 5% of the total acreage. Winter clover is a moderate crop of fine quality seed in England and also on the Continent. Single cut cowgrass promised a good crop of fine quality, but now that the heads are ripening, it is seen that the stand is very thin, and many heads are devoid of seed. With favourable weather for cutting, we think there should be a small to medium crop of very bright coloured seed. The ryegrass crop is now ready for cutting. Quality appears to be very fine and weight per bushel heavy, but there will be a considerable loss in cutting on account of the seed being so ripe.—David Allester, Ltd.

## From the Seed Trade.

ATCHISON, KAN.—The demand for alfalfa seed for fall sowing has been exceptionally good. Reports from all producing sections with the possible exception of Utah, continue to point to a small crop. Reports concerning the condition of the sudan crop are rather contradictory. Lubbock, Tex., reports considerable damage from unfavorable growing conditions. Outside points including Muleshoe, Tex., and Clovis, N. M., report excellent conditions with prospects for an average yield. Reports on sweet clover point to a greatly reduced acreage and a relatively small yield. In spite of this situation, prices seem unable to advance due to the rather burdensome carryover and the reduced buying power of the trade.—The Mangelsdorf Seed Co.

## Adaptability of Italian Clover Seed.

"Every precaution should be taken to guard against the introduction of Italian clover seed," says Professor A. T. Wiancko of Purdue Experiment Station, Lafayette, Ind.

Two different lots of clover seed imported from Italy and furnished by the U. S. Department of Agriculture were seeded on a thin stand of winter wheat in the spring of 1920 alongside of strips seeded with native seed from Indiana, Ohio, North and South Dakota. A good stand was secured in all cases. Notes on stand and condition of the different plots were taken late in October. One of the Italian plots was rated as having 90% and the other 98% of a stand and both were rated as showing good condition and fair growth. The native seed plots averaged about the same stand but showed a somewhat larger and stronger growth.

So far as the stand and condition of the test plots last fall were concerned there was nothing against the Italian clover seed. But the examinations made this spring and the final notes taken the last week of April showed that the Italian clover had died out completely while the native strips showed no winter-killing whatever and were in very fine condition. The result shows without a doubt that the Italian clover lacks winter hardiness and is not at all adapted to this part of the country. The winter was unusually mild. There was no severe cold and practically none of the usual freezing and thawing which causes heaving, and native clover generally came thru the winter in fine condition.

Reports of clover dying out this spring have come in from several sections of the state. In one locality several farmers had the same experience. Clover that looked fine last fall was dead this spring and they suspected some kind of disease. Examination of specimens sent to the station showed no evidence of disease other than ordinary rotting of the dead

plants. An investigation of the source of seed used in these cases showed that it all came from one seed firm. The similarity of these failures to the failure on the Experiment State plots strongly indicate similar seed.

Every year there is more or less clover seed imported into this country. Last year the amount imported during the nine months ending March 31st was over 16,000,000 pounds and contained a large proportion of seed from Italy and other parts of southern Europe. The new Indiana seed law will hereafter require labels to show the state or foreign country in which the seed was grown.

THE METRIC SYSTEM would be forced on American business for 10 years if a bill before the Senate Com'te on Manufacturers ever becomes law. After the Senate reconvenes this month the Com'te plans to thoroly discuss the matter after which sub-com'tes will conduct hearings on the subject. Are you ready to throw away your present weights and measures?

## 100,000-Bu. Tile Elevator in Oklahoma.

Imo, Okla., the town for which the railroad name is Fritz, is located on the Frisco railway some 8 miles southwest of Enid. About four miles southwest of Imo is the town of Drummond; while in a southeasterly direction from Imo is located Waukomis. Imo thus is placed more or less centrally in a productive agricultural section that is well served by lines of railroad and the grain handling facilities at each of the towns are ample to handle the crops of any year. The fact that ample elevator capacity already existed did not deter the organizers and stockholders of the Imo Terminal Elevator Co. from building the 100,000-bu. tile plant shown in the photograph reproduced herewith.

The plant is formed of four cylindrical tanks, set close together and surmounted by a cylindrical cupola. The tanks form four deep bins, each 20 ft. in diameter and 90 ft. high, and there are four interstice bins. A work room is provided in the space between the four tanks. The driveway is built as a leanto at one side of two of the tanks and below the driveway there are two dump sinks. The engine room is at another side of the main structure. The bin structure, the cupola, engine room and driveway are of glazed tile. Roof and floor slabs thruout are of concrete.

The 2,500-bu. per hour nonchokable elevator leg has steel casing, and steel was used for all spouting and for the bin hoppers.

A 25-h. p. F-M Type "Y" engine, direct connected to the main shaft, furnishes power. Transmission to the head is by means of a rope drive. The equipment of the plant includes a 2,500-bu. per hour Eureka Cleaner, 10-bu. Richardson Automatic Scale, power shovel, Humphrey Employees Elevator, truck dump, and 10-ton Fairbanks Auto Truck Scale.

The detached office is built of brick and has 2 rooms. It presents a pleasing appearance, with its Queen Anne windows and colored shingle roofing, and it provides the manager with comfortable working quarters. The truck scale is located at the office.

This elevator was loaded to capacity within 10 days after completion and it has been operating some 40 days now. The Star Engineering Co. had the contract for its construction.

The Imo Terminal Elevator Co. was formed in Feb., 1920, by about 160 farmers in the community and it is incorporated under the co-operative laws of Oklahoma with capital stock of \$100,000. J. S. Anglin is pres., V. L. Hughes, sec'y, and C. R. Kelly, gen'l mgr.

The company originally purchased a smaller elevator which it has operated, and the new plant is to be used as a bonded warehouse for the use of stockholders. Storage for wheat is to be furnished to members of the association without charge.

## Exchange Regulating Law Attacked in Court.

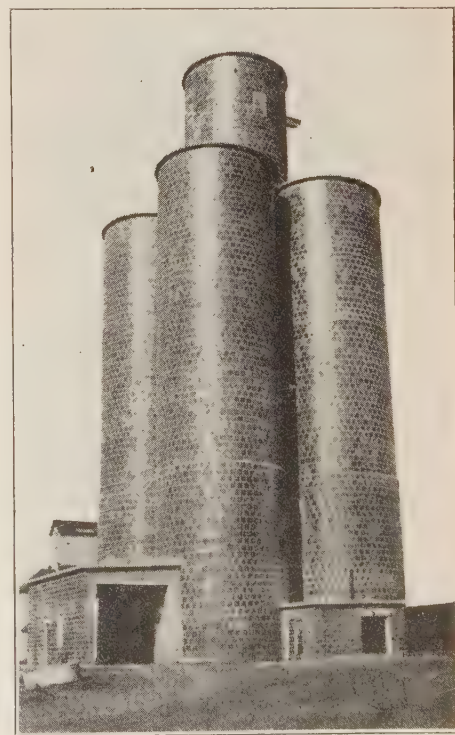
W. H. Marshall, H. J. Dittenbaugh and Ben C. Moore have applied to Judge Kimbrough Stone of the federal district court for an order restraining the State of Missouri from enforcing House Bill No. 468 known as the Missouri marketing law, containing a clause permitting farmers co-operative companies which may become members of the Kansas City Board of Trade to rebate commissions contrary to the rules of the Board of Trade.

The complainants are members of the Board of Trade and they name as defendants not only J. W. Barrett, attorney-general of the state, but also the officers of the Board, including Pres. Ben L. Hargis and the directors, whom they would have restrained from complying with the law.

Petitioners allege that "The corporation, partnerships and co-operative ass'ns referred to in said act consist of organizations now existing or in progress of formation which consist largely, if not entirely, of farmers and producers of grain and farm products, and the principal objects of such ass'n are to obtain profits as producers and not as grain dealers and to destroy the business of the legitimate grain dealers and brokers and commission merchants who are now members of the Board of Trade and who are engaged in the business of buying and selling grain and provisions for their own account for profit or for others on a brokerage or commission basis. The objects and purposes of such organization are therefore of a different kind and character from the purposes of the members of the Board of Trade in associating themselves together and in carrying on their business, and such attempted regulation is therefore unreasonable and void."

Judge Stone set the hearing on a petition for a permanent injunction for Sept. 15 at Kansas City, Mo.

RUSSIA'S NEEDS were recently summarized by Lloyd George of England as follows: "Relief must be organized immediately on a great scale, not only for the sake of Russia, but for the sake of the world, because typhus, cholera, and other plagues incident to famine would cause more losses than the last war."



100,000-bu. Tile Elevator at Imo, Okla.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**Monon in. Sup. 3 to 505-B** gives the rules governing the milling of grain in transit at Monticello, Ind., effective Sept. 13.

**Monon in Sup. 3 to 1200-B** gives the rules governing the milling and malting of grain in transit at Indianapolis, Ind., effective Sept. 13.

**Western Trunk Lines, E. B. Boyd, agt. in Sup. 3 to 1-P** gives the rules, regulations and exceptions to classifications that will be effective Oct. 1.

**C. & E. I. in Sup. 11 to 8625-B** gives the joint rates on grain and grain products moving from stations on the C. & E. I. to points in Ala., Ark., Fla., La., Miss. and Tenn., effective Oct. 1.

**A. T. & S. F. in Sup. 12 to 7481-G** gives the joint rates of grain products and seeds from stations in Colo., Kan., Mo. and Okla., also Superior, Neb., to points in Ala., Ark., Kan., Mo., Miss., Okla., Tenn. and Tex., effective Sept. 10.

**A. T. & S. F. in Sup. 13 to 5588-L** gives the local, joint and proportional rates on grain and grain products between points in Kan., Colo., Mo. and Okla., also Superior, Neb., and Joplin, Mo., and points in Ill., Ind., Ia., Kan., Neb., Okla. and Wis., effective Sept. 8.

**C. B. & Q. in Sup. 27 to 3457-H** gives the rules and regulations affecting freight, including reconsigning, stopping in transit, restrictions as to acceptance of freight, freight requiring a prepayment of guarantee, mileage payments and rental charges on private cars, etc., effective Sept. 15.

**C. R. I. & P. in Sup. 7 to 19687-L** gives the joint and proportional rates on grain, grain products, seeds, hay, broom corn from stations on the Missouri River, also other stations in Ill., Ia., Minn., Mo., and S. D. on the C. R. I. & P. to Mississippi Valley points and other stations in Ala., Ark., Fla., La., Miss., and Tenn., also to Gulf ports for export, effective Oct. 1.

**C. R. I. & P. in Sup. 3 to 13207-I** gives the joint and proportional rates on grain, grain products and seeds from Albright, Neb., Armourdale (Kansas City, Kas.), Atchison, Kas., Council Bluffs, Iowa, Kansas City, Mo., Leavenworth, Kas., Omaha, South Omaha, Neb., and St. Joseph, Mo., to stations in Ill., Ind., Ia., Mich. and Wis. on connecting lines, effective Oct. 15.

**C. R. I. & P. in Sup. 14 to 29329-D** gives the local, joint and proportional rates on grain, grain products and seeds between Albright, Neb., Armourdale, Atchison, Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kan., Omaha, Neb., St. Joseph, Mo., So. Omaha, Neb., Sugar Creek, Mo., and stations on the C. R. I. & P., C. B. & Q. and the M. P. in Ia., Kan., Mo., and Neb., and to stations in Ill., Ind., Ia., Minn., Mo., S. Dak. and Wis., effective Oct. 1.

**Central Freight Ass'n, W. J. Kelly, agt. in Sup. 29 to 245** gives the local joint and proportional rates on grain, grain products and grain by-products from points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va., and Wis., to Albany, Boston, Baltimore, Montreal, New York, Philadelphia, Rochester, Syracuse, Utica, also to points taking the same rates or higher as per east bound tariffs and east bound billing instructions, also bases for rates to Baltimore, New York, Philadelphia, etc. on export traffic effective Sept. 3.

## Atchison Dealers Complain of Their Rates.

Unjust, unreasonable, unduly discriminatory and unjustly preferential is the way the Atchison, Kan., Board of Trades describes the rates on grain moving to Duluth from Atchison, Kansas City and St. Joseph as well as the rates on grain moving to points east of the Illinois-Indiana state line when handled thru Duluth. The same complaints are made about the rates thru Minneapolis to the same destinations.

In hope of an adjustment of some sort the Board of Trade at Atchison has filed a complaint with the Interstate Commerce Commission against the Santa Fe.

## Chartering Lake Vessels for Winter Storage.

On account of the stagnation in movement of practically all cargoes on the lakes this season, with the exception of grain, the chartering of vessels for winter storage has started earlier than usual.

A steamer, which has been laid up for repairs at Milwaukee for several weeks, was recently towed down to South Chicago where it will load oats for storage until next spring at a rate of 3¼ cents per hundred. In the spring the boat will get the prevailing rate for delivering the oats.

Another steamer now in an Ohio port will load oats at South Chicago, carry them to Port Huron and there hold them until spring. For this service a charge of approximately 4¼ cents per hundred will be made.

## Toledo Market Will Benefit by the New Rates.

Immediately following the announcement that the 7½ cent per hundred reduction in rates on export grain moving to the Atlantic ports would become effective, Leo G. Macomber, traffic manager of the Toledo Produce Exchange, said:

The new rate means that grain can be shipped from Toledo to Baltimore for 13 cents per hundred instead of the present rates of from 21 to 24 cents.

This brings Toledo from a traffic cost standpoint, as near its natural seaport at Baltimore, as Buffalo is to New York, its natural seaboard.

Hitherto, Buffalo had the advantage over Toledo, represented by the amount of the present cut. As a result of the corresponding cut from the "windy city" grain shipped from Illinois wheat fields by way of Chicago, will find its way thru Toledo. Previously the grain had found its way from Chicago to Canadian lake ports and by all rail and lake to Montreal. The recent reduction in Canadian rates, tending to cut a figure in the battle of grain markets, and to the detriment of Toledo, has thus been offset.

## Decides on Charges for Car Larger Than Order.

A 40,000 capacity car for grain loading was ordered of the O. T. R., by the Northern Grain & Warehouse Co. of Sherar, Ore. The carrier instead spotted an 80,000 capacity car which was loaded with 46,948 lbs. of wheat for Portland, Ore. The O. T. R. in connection with the S. P. & S. moved the grain to destination over an interstate route and collected freight charges on a minimum weight of 80,000 lbs.

The carriers' tariff provided that the minimum weight should be the marked capacity of the car, but in no case less than 40,000 lbs. Nothing printed in the tariff gave the carrier authority to base charges on the capacity of the car ordered, or actual weight, when in excess thereof where a car of greater capacity was furnished for the carrier's convenience.

Upon filing complaint with the Interstate Commerce Commission that body ruled:

"We have consistently held that where a carrier by its tariffs specifies a certain minimum for a car of a certain size, it thereby tenders to the public that rate of transportation; and that where for its own convenience, it tenders a car of different capacity, from that ordered by the shipper, the carrier must protect the minimum applicable to the car ordered."

The carrier was ordered to pay to the shipper an amount equal to the difference between the charges made by the carrier on this par-

ticular shipment, and what they would have been had the charge been based on the actual weight.

The carriers were also ordered by the Commission to establish "a rule to the effect that when a car of the capacity or dimensions ordered by a shipper, provided for in their tariffs, can not be furnished within a reasonable time and a larger car is furnished, such larger car shall be used and charges assessed upon the basis of the minimum weight applicable to the car ordered, but in no case upon the basis of less than actual weight."

## Credits Labor Board With High Rail Rates.

"Useless, a political parasite and sop to railroad brotherhoods," is the way J. M. Glenn, sec'y of the Illinois Mfrs. Ass'n, characterizes the U. S. Railroad Labor Board. He says:

The U. S. Railroad Labor Board is a vermi-form appendix that should be removed. It is costing railroads and shippers of this country \$2,000,000 a day for each working day in the year. The railroads asked that the \$700,000,000 wage grab of July 20, 1920, be wiped out.

The Railroad Labor Board dominated by the brotherhoods reluctantly and timorously reduced wages \$400,000,000 a year, leaving \$300,000,000 excess war wages, the railroads—and the public—have to pay. The railroads asked for abrogation of the working conditions, which add another \$300,000,000 in a year to railroad payrolls, most of it squandered for work that is never performed.

Among the amazing examples of time stealing presented to the Railroad Labor Board when these working agreements were attacked by the railroads, were the following:

Four men on the Santa Fe were sent out on the line to do a piece of work, which took four hours and thirty-three minutes. The company was compelled to pay these men for 112 hours' work.

Five machinists on the Norfolk & Western were sent to an outlying point, where they actually worked eight hours per day for three days. Each of these had to be paid straight time for the twenty-four hours they actually worked and time and one-half for the seventy-two hours they did not work. Thousands of similar examples could be cited.

This useless Railroad Labor Board is a political parasite established as a sop to the blustering, bluffing railroad brotherhoods. Its operation is contrary to economic principles. It is the height of absurdity to let one set of people (the Railroad Labor Board) fix the cost of operation and another body (the Interstate Commerce Commission) set the cost at which the commodity is sold to the public.

## Reduce Domestic Rates on Grain.

The reduction in rates on domestic grain moving to the eastern United States ports will amount to 4½ cents per hundred and will become effective on Sept. 28. The reduction will not apply to points in Canada.

J. S. Brown, mgr. of the Transportation Department of the Chicago Board of Trade has sent the following information about these new rates to members:

To interior points in the United States east of the Buffalo-Pittsburgh line the reduction ranges from 1 to 4½ cents per 100 pounds.

The thru domestic rates from points in Illinois and Indiana are also given these reductions, which will be borne entirely by the Eastern carriers and will not affect the specifics, or proportionals, to Chicago.

It is understood that these reduced rates will apply as of date of shipment from point of origin in the country.

The new domestic reshipping rates from Chicago which will become effective Sept. 28 are shown in the following table in cents per hundred:

	Grain	By-Products
Boston, Mass. ....	32	34½
New York, N. Y. ....	32½	34½
Philadelphia, Pa. ....	30½	32½
Baltimore, Md. ....	28½	30½
Albany, N. Y. ....	27½	29½
Cumberland, Md. ....	29½	31
Rochester, N. Y. ....	26½	29
Syracuse, N. Y. ....	27½	29½
Utica, N. Y. ....	27½	29½
Montreal, Que. ....	36½	39

[A table showing the reduced export rates on grain and its products appeared in the Aug. 10 number of the Journal, page 221.]



### Flat \$3 Per Day Charge for Demurrage Too High.

The proposal of the National Industrial Traffic League that the carriers establish a flat \$3 per day demurrage charge instead of the present sliding scale has not met with general approval. (The proposal was explained in the Aug. 25 number of the Journal, page 301.)

C. E. Childe, traffic manager of the Omaha Chamber of Commerce, says of the League's plan:

"The proposed demurrage rate of \$3 per day would mean an increase of approximately 50 per cent over the present charges of \$2 per day for the first four days after free time and \$5 per day thereafter. Statistics show that the average car detention on which demurrage is paid is only a fraction in excess of one day.

"It is manifest that the present charge of \$2 per day is more than compensatory to the carriers. If each of the 2,500,000 cars (in round figures) owned by the carriers yielded an average daily revenue of \$2, the resulting annual income would be \$1,825,000,000, which is equivalent to return of more than 35 per cent on the value of the equipment and about 10 per cent on the total value of the railroads in the United States. The proposed rate of \$3 per day, if earned on all equipment, would yield the carriers annually \$2,737,500,000, which is more than 50 per cent return on the value of the equipment and about 15 per cent on the total value of all railroad property in the United States.

"It is my belief that by far the greatest share of demurrage paid is practically unavoidable on the part of shippers and consignees. I believe that demurrage is largely due to irregularities of transportation, car supply, and other causes beyond the control of the shipping public; that the number of shippers who deliberately hold cars is insignificant, and should be regarded as non-existent, except perhaps in times of extreme car shortage; that demurrage is not the remedy to prevent deliberate holding of cars; and that in any event it would be unjust to impose heavy penalties upon hundreds of thousands of innocent shippers in an effort to punish a few supposed offenders.

"The proposed \$3 flat rate is in my opinion manifestly too high a penalty for the ordinary unavoidable detention of cars beyond the 48-hour limit. It is, on the other hand, too small a charge to prevent holding of equipment by shippers or consignees during times of emergency. In my judgment, a sliding scale such as we have at present, making a reasonable charge for the first few days of detention and a stiff penalty charge thereafter, is far better, and more effective than a burdensome flat rate, such as the proposed \$3, which falls on the just and unjust alike."

### An Example of Poor Concrete Construction.

Numerous concrete grain elevator and storage tanks, of all sizes and in all parts of the world, have demonstrated beyond a doubt that reinforced concrete is a suitable material for use in the building of such structures when proper construction methods are employed. A few plants, located at scattered points, furnish positive evidence that concrete is not a thing sufficient in itself and that trouble is likely to develop when the basic principles of engineering and construction practice are not considered.

The photograph reproduced herewith shows a close up view of part of the concrete wall of an Iowa elevator. It is not necessary to state in words that this wall has proved unsatisfactory in service. The picture tells that story. In fact, the picture shows the condition of the wall plainly enough to justify the observer in thinking that the elevator never gave real service but rather that it gives difficulties.

The exact cause of this unsatisfactory condition is not so apparent. Probably it was caused by failure to use the right materials in the concrete. It may also have been mixed incorrectly. And there may have been some mistakes in the pouring. Perhaps all of these entered into it; but back of them there is the mistake made by the owner of the plant when he let the contract on the basis of price without knowing that the builder was competent and determined to deliver a first class job without having provision for the services of a superintendent of construction who would

demand at every step of the work that it be done right.

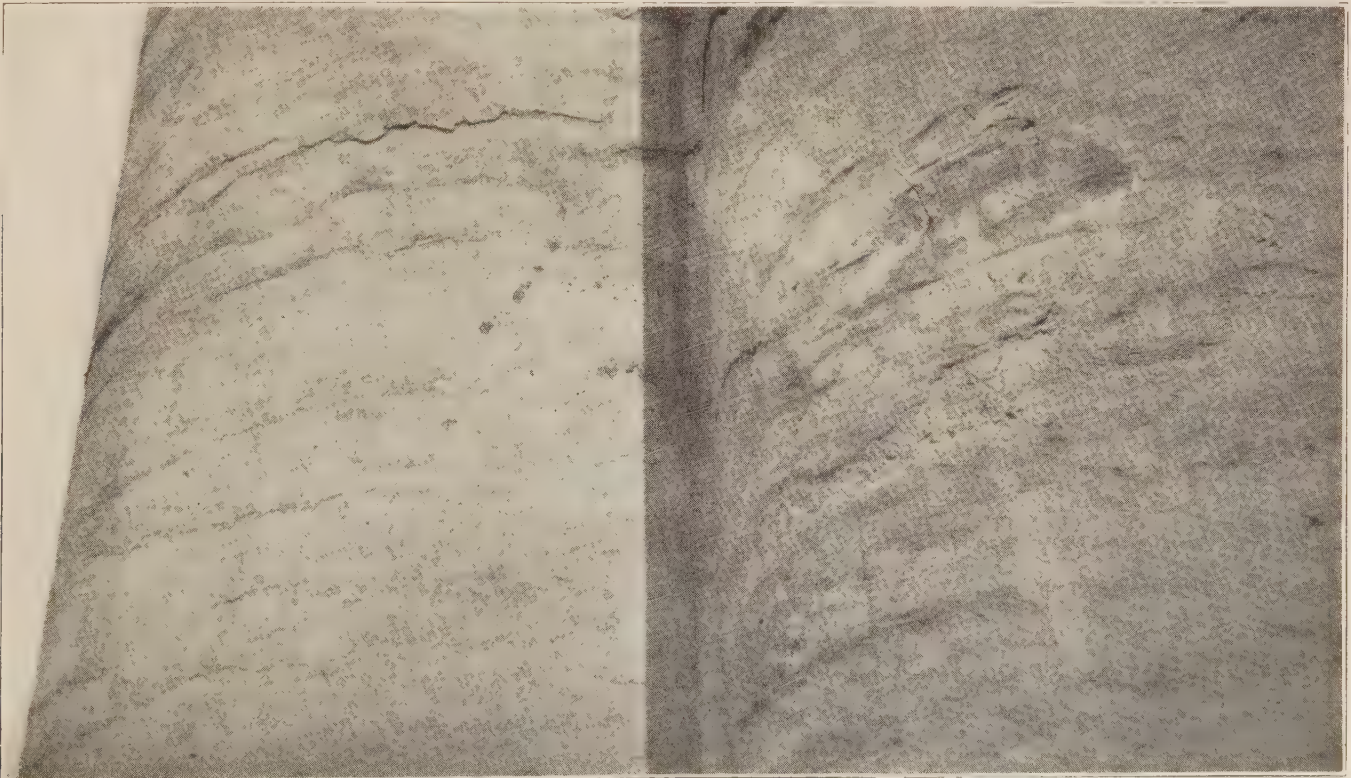
Letting the contract on the basis of price is the real cause of the failure. It is responsible for the fact that when rain falls water passes thru the walls to the extent that grain is caused to adhere to the face of the walls and to sprout and grow there.

One who has seen the plant states that the concrete presents a mushy or spongy appearance. There is lack of that density which engineers strive to obtain in concrete construction. The observer was led to form the opinion the mixture used in this wall was about one part cement to ten parts of rather poor pit run sand, while a good elevator wall usually answers to the specification one part cement, two parts sand and four parts gravel or crushed rock. Competent engineers even specify the requirements which the cement, the sand and the other ingredients must meet.

It is not correct to refer to an elevator like this as a concrete failure, for the concrete did not fail. The builder failed to deliver a good job—and the owner failed to safeguard his interests when he let the contract. He was attracted by the bait of price and he must now pay for his lack of foresight by his inability to obtain proper service from the plant, and in the cost of repairs that must be made in an effort to cover up or to overcome the defects that should never have existed.

The silo builder cannot build a good elevator until he understands the problems that confront the elevator builder. The cheaply constructed plant is the costliest in the long run.

POLAND is now importing much of its grain from Rumania instead of from the United States largely on account of the difference in exchange between the United States and Poland. The quality of the Rumanian grain, according to Trade Commissioner Smith, is poor. To secure its grain from Rumania, Poland is obliged to send its own freight cars, locomotives and supplies therefor, into Rumania. During the 6 months preceding June, grain shipments between these two countries amounted to 60,000 metric tons. Approximately 30,000 metric tons more are still under contract.



The Spongy Spots in Walls Are Easily Detected.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Walnut Ridge, Ark.—The Arkansas Milling & Grain Co. will put the mill of the Hoxie Milling Co. which it recently bot, into active operation.

## CALIFORNIA

Monrovia, Cal.—The Glesby Bros. Grain & Milling Co. has installed new machinery in its plant and will handle grain.

McFarland, Cal.—The Tri Grain & Produce Co. has been organized by R. Wood and H. A. Brown, and is operating a grain warehouse here.

Riz (Willows p. o.), Cal.—Wm. H. Stewart, of Glenn, will build a bulk grain and rice elvtr. here. The plant will be equipped with cleaners and driers for both grain and rice. This is one of the first attempts to handle rice as well as grain in bulk. Electric power will be used.

## CANADA

Wallaceburg, Ont.—The plant of the Hawken Milling Co. was recently struck by lightning but the resultant damage was slight.

Vancouver, B. C.—I have recently started in business for myself here.—H. Murray Cameron (Mr. Cameron will do an importing and exporting grain business. His offices are in the Rogers Building.)

Calgary, Alta.—J. Thordarson, mgr. of the Bawlf Grain Co., in this province, was elected pres. of the Grain Exchange. Arthur Pierson is vice-pres. and D. O. McHugh, sec'y. The council members are R. M. Mahoney, P. I. McFarland, E. S. Munro, W. W. Cumming, C. M. Elliott, Philip Wolfe, E. J. Munson, H. O. Heinbecker and C. W. Roenisch. Com'ite of arbitration, J. Thordarson, Arthur Pierson, C. M. Elliott, E. J. Munson, J. I. McFarland, H. O. Heinbecker and W. W. Cumming. Com'ite of appeals, C. M. Hall, E. S. Munro, C. W. Roenisch, C. Terwilliger, Philip Wolfe, R. M. Mahoney and L. S. Carr. The new president was formerly general manager of the Saskatchewan Cooperative Elvtr. Co. He came to Calgary two and a half years ago to become the Alberta manager of his present company.

## WINNIPEG LETTER.

Winnipeg, Man.—The following officers were elected at the recent annual meeting of the Grain Exchange: C. H. Lehman, pres.; J. B. Craig, vice pres., and Dr. Robt. Magill, sec'y-treas.

At the meeting of the Board of Grain Supervisors held Aug. 23 the maximum tariff of public terminal elvtr. charges at Fort William and Port Arthur terminals was fixed for the year beginning Sept. 1, at the rates prevailing during the current year, 1½¢ for elvtr. charges and 1/30 of one cent per bu. per day for storage charges after the first 15 days.

The Board of Grain Commissioners has granted the request of the Saskatchewan Co-op. Elvtr. Co. for an increase in storage at its country elvtrs. and has fixed minimum rates for the year 1921-22 as follows: For special binning of all grains except oats, 2½¢ per bu. for the first 15 days, the charge on oats remaining at 1½¢. Maximum charge for all other storage except oats, 2¢ per bu., the maximum charge on oats remaining at 1½¢. The application by the Saskatchewan Co-op. Elvtr. Co. for an increase in the allowance for shrinkage in flax to 2% was refused, and the allowance fixed at the old rate of ½%.

## COLORADO

Julesburg, Colo.—Rollie Wilson, P. H. Achenbach and Harry Souders have bot the elvtr. of S. M. Beadle and will operate as the Wilson Grain Co.

Eads, Colo.—The new 18,000-bu. elvtr. of the J. D. Infield Grain Co. has been completed and is in operation.

Dover, Colo.—We have an elvtr. under construction at this point.—Wyoming Mill & Elvtr. Co., Cheyenne, Wyo.

Sterling, Colo.—We operate as the White Milling & Grain Co. here.—S. J. White. (Listed as Sterling Milling Co. in New Rocky Mountain list.)

Cheraw, Colo.—The La Junta Flour Mills Co., a branch of the Colorado Mill & Elvtr. Co., is considering the building of a 30,000-bu. elvtr. here.

Darlow (East Lake p. o.), Colo.—The Darlow Grain & Supply Co. incorporated for \$17,500 by R. F. Armstrong, J. K. Akolt and K. F. Cross.

## DENVER LETTER.

The Heath Grain Co., incorporated for \$10,000 by F. A. Heath, Z. E. Smith, and R. L. Orvis.

The cash grain trading floor of the Grain Exchange was opened Sept. 1 and is a great improvement in the handling of grain at this market.

We have just entered the grain, fruit and produce business here with offices in the Donaldson-Taylor Building.—Western Produce Sales Co., L. F. Flower, mgr.

Oscar Malo, Jr., son of Oscar L. Malo, vice-pres. and treas. of the Colorado Mill & Elvtr. Co., died Aug. 24, of peritonitis, following blood poisoning which developed from an infection in his foot. He was ill only two days and was the eldest of 4 children, being 12. The many friends and associates of his father in the grain trade extend their deepest sympathy to the family.

## IDAHO

Pocatello, Ida.—The Scott-George Grain Co., of Denver, has been incorporated in this state for \$100,000.

Troy, Ida.—The North Idaho Growers Warehousing Corp. has bot the warehouse of W. M. Duthie for \$14,500. He will remain as mgr. until Jan. 1 when W. Q. Taylor will take the position.

Pocatello, Ida.—The Intermountain Farmers Equity Co. of this city has turned its elvtrs. over to the Globe Grain & Milling Co., of Ogden, Utah, and this company has in turn leased them to the Idaho Wheat Growers Ass'n.

Gooding, Ida.—The Idaho Wheat Growers Ass'n has bot the 3 elvtrs. of the H. M. Fike Grain Co., located here and at Jerome and Richfield. Chas. Gross will be district mgr. and A. S. Martyn local mgr. for the company.

Priest River, Ida.—We will not only build a warehouse here but will also build a small elvtr. as soon as we can get a site. We will also install a feed mill to take care of the feed business here.—Coeur d'Alene Grain & Milling Co.

Midvale, Ida.—The Idaho Wheat Growers Ass'n has taken over the elvtrs. of the Tri-State Terminal Co. at this point, Cambridge and Weiser. Managers at the given points are Fred Cooper, Otis Buchanon and M. P. Tanning, respectively. I am buying independently.—Geo. A. Urquhart.

## ILLINOIS

Rollo, Ill.—Grant Bullis has succeeded Joe Hyde as mgr. for the Rollo Grain Co.

Seymour, Ill.—D. H. Thomas is mgr. of the reorganized Farmers Grain Co. of Seymour.

Latham, Ill.—The Farmers Grain Co. is painting its ironclad elvtr. gray, using two coats of paint.

Minier, Ill.—I am mgr. for the Little Mackinaw Grain Co. which has taken over our elvtrs.—B. F. Quigg.

Plano, Ill.—The Farmers Co-op. Grain Co. has bot a site for an elvtr. The company was incorporated last June.

Bulter, Ill.—We expect to build a new flour warehouse also a new office building and install a new pair of 10-ton auto scales.—Ware Bros.

Fairfield, Ill.—A. J. Poorman & Co. incorporated for \$25,000 by A. J. Poorman, D. V. Wheeler and S. T. Pendleton. The company will operate here and at Rinard.

Alvin, Ill.—The Farm Buro is endeavoring to organize a company to take over the elvtr. of the Alvin Grain & Electric Co. which, it is reported, will be sold at an early date.

Chandlerville, Ill.—The Farmers Co-op. Grain Co. has been incorporated with John Taylor as pres. and Jephtha Armstrong as sec'y. A site has been bot and a new concrete elvtr. will be built at once.

Gays, Ill.—The office of G. W. Moberley & Son was hit by a derailed freight train, turned partly around, knocked off its foundations and set out into the street. Don Moberly, mgr., was in the office at the time but was uninjured.

Peoria, Ill.—Dissolution of the Worth-Gyles Grain Co. is requested in a petition filed in the circuit court by Forest G. Gyles and Lloyd H. Worth v. Herman W. McClure, alleging that the company lost \$14,789.97 on its Peoria business and that McClure has refused to pay his share of the loss, one-half, as agreed.

Edwards, Ill.—We have completed and have in operation a 25,000-bu. reinforced concrete elvtr. with 8 bins, equipped with Fairbanks-Morse 15-h.p. Type "Z" Engine, Monarch Recleaner, and Richardson Automatic Scale, Howe 10-ton dump scale and Challenge Dump.—C. E. Geitner, mgr. Farmers Co-op. Elvtr. Co.

Malta, Ill.—The elvtr. of Geo. Ollman, containing considerable grain, burned recently and is a total loss, amounting to about \$20,000, partially covered by insurance. The fire started in the office but was not discovered for some time. The elvtr. was beyond saving when the firemen arrived. The entire plant including the warehouses was destroyed. The site has been partially cleared and some of the grain salvaged. Mr. Ollman will rebuild at once.

Viriden, Ill.—J. W. Bradway, mgr. of the Viriden Grain Co., died Aug. 29. His health began to fail about a year ago and altho he spent the winter in Florida and improved somewhat for a time, he began to fail again in August. For 25 years he had been connected with the grain business. In 1905 he began as mgr. for the Viriden Grain Co., made a net profit every year, and left the business in a flourishing condition. Under his management the company paid from 10% to 100% dividends. His son, Carl Bradway, will be the new mgr.

Galesburg, Ill.—The elvtrs. of the Farmers Elvtr. Co. and the Consumers Fuel & Feed Co., together with the mill and warehouse of the latter company, burned Aug. 30. The Consumers company writes as follows: The fire loss that we had here will run into \$10,000 or \$12,000, fully covered by insurance. The fire originated in the plant of the Farmers' Elvtr. Co. and soon spread to both sides, as it was situated between our 2 buildings, causing a very big loss both to our mill and elvtr. and warehouse. Our building is built in 5 units, so we still have 3 units that escaped the fire, and we go on uninterrupted with our business. We are rebuilding and will be in full operation in 30 days.—Edward Lundgren, pres.

Warrensburg, Ill.—S. S. Neimann, veteran grain dealer of this city and vicinity, died in the hospital at Decatur, Aug. 18, from a complication of appendicitis and pneumonia superinduced by exposure. Mr. Neimann had not been in good health for some years altho he was actively engaged in business. He was returning from Decatur when he was stricken with appendicitis. He managed to reach his home but was unable to summon aid and lay outside all night which resulted in pneumonia. He had been in the grain business since a boy and was prop. of the Warrensburg and Bearsdale elvtrs., for years operating in his own name. Only last year when his health began to fail him he planned to retire from business and turned over the work at Warrensburg to his brother-in-law, Kirby R. Stahl, of Decatur, but retained the management of the Bearsdale firm. He had planned to retire from all business activity soon. He was 56 years old and is survived by one sister and two brothers.

## CHICAGO NOTES.

Board of Trade memberships are quoted at \$6,375 net to buyer.



P. J. Hennessy, one of the oldest members of the Board of Trade, died Sept. 6.

Claus A. Johnson, one of the pioneer employees at the Calumet Elvtr., died recently at the age of 66.

I am now supt. of the Murray Elvtr. at Kansas City, Mo.—M. Schultz, formerly supt. of the Santa Fe Elvtr. here.

H. W. Pletch and C. R. Boots are now on the road for Henry W. Rang & Co. Both men are from Iowa and Mr. Boots will make his headquarters at Fort Dodge, Ia.

E. H. Bingham, mgr. of the grain department of Penick & Ford, will move his offices to Cedar Rapids, Ia., where the company has now established headquarters, having bot the plant of the Douglas Starch Co.

The new customers room of Jackson Bros. & Co. in the Postal Telegraph Building, is arranged with a view to the comforts of the customers. It is fully equipped and is larger and much more commodious than the old office.

Memberships posted for transfer on the Board of Trade are: E. W. Jacob, J. B. McGregor, A. A. Thurman, W. B. Lewis, Est. of J. R. Collins, A. C. Harsh, Est. of J. G. Murray, B. Joseph, A. J. Cameron, N. J. Brogan, A. C. Robinson, J. A. Foerstel and R. H. Mathis.

New members of the Board of Trade are: Frank S. Hughes, H. M. Stratton, John Ferbergh, J. Minami, R. E. D. Sunderling, John H. Herron, S. T. Aber, M. J. Slepach, G. P. Harbison, W. D. Haggerty, J. C. Lake, W. C. Engel, J. A. Taylor, Arthur S. Jackson, and Dowell Durbin.

Four amendments to the rules of the Board of Trade were adopted by a vote of members Sept. 7. No. 3 rye was made deliverable on contracts at a discount of 5 cents per bushel, by a vote of 573 to 11. Proposed changes in the provision rules were adopted by 576 to 8. The proposition to trade in cotton seed oil was carried by 580 to 5. Effective Oct. 1 the rule of the board providing for trading in puts and calls will be eliminated, the amendment having been adopted by a vote of 545 to 41.

Its expanding business requiring more office space, the J. Rosenbaum Grain Co. has taken an additional wing in the Postal Telegraph bldg. The suite is being remodeled to give special equipment and separate entrance to the private wire department, which has grown since W. E. White took charge of the wires two years ago. The wire system extends from New York on the east to Omaha, Wichita and Hutchinson, and south to New Orleans, reaching many points in Missouri and central Illinois.

On Sept. 2 the ceiling of the room occupied by the clearing house in the Board of Trade building fell. Fortunately, the clearing-house room was untenanted. Several tons of cement, plaster and brick work, together with heavy marble fixtures from the wash-room on the second floor, were precipitated to the floor below. Girders weakened by water seepage from the wash-room are believed to have given way. The collapse occurred about an hour before the clearing house opened for business. Operators were transferred to room 713 until repairs can be made.

Nathan Lederer, one of the best known men in the cash grain circles of the Board of Trade, was stricken with apoplexy during the session of the board Aug. 25. He had gone to the washroom when the attack occurred. A physician was called and the unconscious man was taken to the American Hospital where he died a few hours later. He had been a member of the board for the last 37 years and was known to all of the traders for his ready laugh and smile. He was never gloomy, no matter which way the market went and enjoyed a joke on himself as well as those he played on his legion of friends. For years he had never been known to appear on the floor without a deep red carnation in his buttonhole. He was 62 and is survived by his wife, three sons and a daughter.

## INDIANA

Portland, Ind.—The elvtr. of the Russell Elvtr. Co. has been sold.

Fort Wayne, Ind.—We closed our office here Sept. 1 and all mail should come to the Indianapolis office.—Washburn Crosby Co.

Sharps (Daleville p. o.), Ind.—The elvtr. of the Woodbury Elliot Grain Co., of Muncie, burned Sept. 8. Loss on elvtr. \$6,000; on grain \$8,000.

Andrews, Ind.—The elvtr. of the Andrews Equity Exchange burned recently.

Hartford City, Ind.—We will make some extensive repairs in the elvtr. just bot.—M. V. Groves, mgr., Hartford City Grain & Milling Co., Ed. C. Wright, prop.

Otto Rettig & Son., Greenfield, Ind., and A. C. Davis, Inc., Buffalo, N. Y., are the latest members admitted to the Indiana Grain Dealers Ass'n.—C. B. Riley, sec'y.

Indianapolis, Ind.—We have incorporated for \$25,000. Carl D. Menzie, who has been operating as a private individual, is pres. of the new corporation and will have active charge of the business.—Carl D. Menzie Grain & Brokerage Co.

Carlisle, Ind.—The elvtr. of the Farmers Union Elvtr. Co. was recently ordered closed by the board of directors of the company. A meeting of the stockholders will be called soon to see what can be done as to the company's plant and business.

Pleasant Lake, Ind.—The Steubin Grain Co. has been incorporated for \$50,000 by Geo. W. Gilbert, pres.; T. J. Ferris, mgr.; Arthur Miller, sec'y-treas.; and Harry Ross, operator. The new company has taken over the local elvtr. formerly operated by T. J. Ferris and will operate as a co-op. company.

Remington, Ind.—Fire was discovered in the cob bin of the elvtr. of Wilkinson & Evans at 8 p. m., Aug. 24, and for a time threatened the entire elvtr. with destruction. The origin of the fire is a mystery as the bin had been locked for over 2 days before the fire. The loss amounts to about \$1,000 and is fully covered by insurance.

## IOWA

Bremen, Ia.—W. W. Smay, not W. A., is now mgr. for the Farmers Co-op. Co.

Cambridge, Ia.—C. E. Buell has succeeded Roy Cline as mgr. for the Central Iowa Grain Co.

Fort Dodge, Ia.—C. R. Boots, on the road for Henry Rang & Co., Chicago, will make his headquarters here.

Williams, Ia.—I am now in possession of the elvtr. I recently bot and operate it in my own name.—C. E. Beall.

Sioux City, Ia.—I will continue the business of the Bell-Hunting Co., now dissolved, in my own name.—F. C. Hunting.

Red Oak, Ia.—I am now located at Creston, Ia.—G. A. Stebbins, representing Seele Bros. Grain Co., of St. Louis, Mo.

Cedar Rapids, Ia.—The Iowa Milling Co., shippers of corn and oats, has succeeded the Jackson Grain & Milling Co.

Eleanor (Cedar Rapids p. o.), Ia.—The elvtr. of Clifford & O'Neill, containing 20,000 bus. of grain, burned Aug. 27 and is a total loss.

Lanyon, Ia.—The Farmers Elvtr. Co. has filed an amendment to its articles of incorporation and will hereafter operate on the co-op. plan.

Mt. Union, Ia.—We are now operating two elvtrs. here, having recently bot the Hayes Elvtr.—Alfred Rasmus, mgr., Farmers Elvtr. Co.

Renwick, Ia.—Leo Mimbock has succeeded me as mgr. for the Quaker Oats Co. here and at present I am taking a vacation.—I. E. Sterner.

Northwood, Ia.—The Thomson Elvtr. Co. is the name still used by A. R. Thomson who recently bot out L. O. Thomson. A. R. is now sole owner.

DeWitt, Ia.—John Phelps, who has been engaged in the grain business for the last 41 years in the vicinity of Lost Nation, has moved to this city.

Liscomb, Ia.—We have bot out the grain and lumber business of B. F. Vorhes and will operate it as the Froning Grain & Lumber Co.—E. F. Froning.

Cedar Falls, Ia.—We had a small fire but it was in the coal sheds and not in the elvtr. The loss was small and fully covered by insurance.—Walter E. Hof, mgr., Farmers Co-op. Co.

Somers, Ia.—H. G. Hesser, 2'd man at the elvtr. of the Farmers Elvtr. Co., was severely injured when he was caught in a shaft in the pit of the elvtr. where he was doing some repair work. Prompt assistance saved his life but he will be laid up indefinitely.

Algona, Ia.—H. W. Pletch is traveling his old route again this year but now in the interests of Henry Rang & Co., Chicago. He will continue to make this city his headquarters.

Taintor, Ia.—My father, Henry B. McVeigh, has sold his elvtr. here to the Taintor Shipping Ass'n and U. G. Hull is mgr. I am now located at New Sharon.—Mason B. McVeigh.

Primghar, Ia.—The elvtr. of E. C. Propp was discovered on fire at 7 p. m., Aug. 27. The roof of the house was ablaze but it was extinguished before much damage was done. A spark from a passing train is believed to have started the trouble.

Tingley, Ia.—The Farmers Union Co-op. Co. has let contract for a new elvtr. and office to replace the ones burned Aug. 10. Work will begin at once. The office and a warehouse will be put up first. Electricity will be used for power in the new plant.

New Hartford, Ia.—The elvtr. of W. Van Deest & Son, containing 3,500 bus. of grain, burned Aug. 28 and is a total loss. The blaze was discovered about 1:30 a. m. and the house was doomed before help arrived. The insurance only amounted to \$2,000.

Alton, Ia.—About 12:30 p. m., Aug. 27, smoke was noticed curling from under the eaves of the elvtr. of F. M. Slagle & Co. and a few moments later the roof of the house burst into flames. Prompt action with chemicals soon put out the fire. The damage was slight. Cause of the blaze is not known as the house was empty and not in use.

Algona, Ia.—The report that the Bowles-Kessler Grain Co. had changed its name to the Algona Flour & Feed Co. was erroneous. The company writes: W. A. Dutton has taken over our flour and feed business, but has not taken over the grain business. Our elvtr. here is still in operation under the management of Fred Anderson.

Spencer, Ia.—A. J. Wilson, who in 1916 bot a half interest in the DeWolf & Wells Co., died recently in Cedar Rapids where he has made his home. In 1918 Mr. Wilson and his son Howard organized the Wilson Grain Co. which owned and operated 9 elvtrs. Recently the company went into the hands of a receiver and Mr. Wilson, then in ill health, felt the blow deeply. His death was due to heart disease.

Anderson, Ia.—W. F. Otte, owner of the local elvtr., fell a distance of 50 ft. down the elvtr. shaft. He was making repairs at the top of the shaft when his foot slipped and he fell the entire length, breaking both bones in one leg and one of the bones in the other. A deep gash was cut in his head and his body badly bruised. He has been unconscious since the accident and as he is 60 years old his condition is considered serious. He was found by Mgr. Barnard when he went to work.

Lost Nation, Ia.—J. H. Phelps, for the last 40 years engaged in the grain business in this vicinity, has retired. He has sold his interest in the Phelps Grain Co. to his son, Paul E. Phelps. The company operates elvtrs. here and at Oxford Junction, Elwood and Marquette. Mr. Phelps first entered the trade at Delmar Junction in September, 1880, when he formed a partnership with D. W. Hurst. The firm operated at Delmar and Elwood at that time. In 1904 he came here and took over the elvtr. of A. H. Gish which he has been interested in ever since.

## DES MOINES LETTER.

Our work house with a capacity of 150,000 bus. has been completed and we can transfer 30 cars a day. Will build additional storage tanks soon.—Iowa Corn Products Co.

The Blair Elvtr. Corp. has temporarily closed its office here. Carl Younts is mgr. A number of his friends on the exchange, recently kidnapped him and carried him out to a farm house where a farewell chicken dinner was served. The party was a most enjoyable surprise for Carl.

Several of the grain firms here have moved into new offices where they have more space and better accommodations. The W. H. Bartz Grain Co. is now on the 7th floor of the Hubbell building as is the Earl Cool Grain Co. In fact, with the exception of one small office which it is said will be moved Nov. 1, the whole 7th floor of the building is now occupied by grain firms. The Sawers Grain Co. and the Des Moines Grain & Elvtr. Co. are new arrivals on the floor and Lamson Bros. & Co. have added another room to their office space.



W. H. Bartz, who had the misfortune of losing his automobile for the second time recently, has given up hope of recovering it this time and has bot a new car.

## KANSAS

Clyde, Kan.—The Clyde Milling & Elvtr. Co. is building a stucco and tile office.

Sublette, Kan.—The Farmers Elvtr. Co. has a 10,000-bu. house under construction.

Wichita, Kan.—E. R. Welsh is now mgr. of the branch office of the Norris Grain Co. here.

Hartford, Kan.—We do not expect to install a new truck dump before spring.—O'Connor & Co.

Wellsford, Kan.—Tom Brown is now mgr. for the Midwest Grain Co. here.—A. M. Long, Belpre.

Offerle, Kan.—The elvtr. of the Kansas Flour Mills Co. is reported to have burned with a total loss.

Esbon, Kan.—Jack Bane has succeeded Dan Feldcamp as mgr. for the Jewell Co. Farmers Co-op. Ass'n.

Wakeney, Kan.—The Robinson Grain Co. of Salina is reported to be about to build a 40,000-bu. elvtr. here.

Penalosa, Kan.—The Produce Grain Co., of Spearville, has bot the elvtr. of the Farmers Grain & Merc. Co.

Maplehill, Kan.—There is only one elvtr. here and it opened for business about 30 days ago.—H. G. Adams.

Horton, Kan.—John Graham has bot the interest of David Bourke in the local elvtr. and will operate it himself.

St. Mary's, Kan.—White Bros. have applied for a site and will build an elvtr. to replace the house burned last month.

Belpre, Kan.—I bot the mill and elvtrs. of the Belpre Equity Union at receivers sale.—A. M. Long, Midwest Grain Co.

St. Francis, Kan.—I am out of the grain business for the present.—Harold Jensen, formerly agt. Central Granaries Co.

Pretty Prairie, Kan.—I am operating an elvtr. here under my own name, succeeding Collingwood & Krehbeil.—D. E. Krehbeil.

Ensign, Kan.—We only leased a small elvtr. here to L. F. Henry and the lease is for 60 days only.—Farmers Grain & Supply Co.

Jetmore, Kan.—Altho I bot 4 box cars I still have about 10,000 bus. of grain on the ground.—A. H. Ling, A. H. Ling Milling & Elvtr. Co.

Salina, Kan.—The Service Grain Co. and the Wallingford Grain Co. are now occupying new and larger quarters in the Grand Theatre Building.

Englewood, Kan.—Geo. I. Edmisson is reported to be contemplating the building of an up-to-date elvtr. soon.—Wallingford Bros., Ashland.

Caldwell, Kan.—Mail addressed to Geo. Harper, formerly mgr. of the Elvtr. of the Consolidated Flour Mills Co., is returned marked "unclaimed."

Lucas, Kan.—The J. E. Weber Co., of Kansas City, has bot the elvtr. of the Rogers Elvtr. Co. and is now operating it with K. E. Ekey as mgr.

Lehigh, Kan.—J. S. Friesen is building a 10,000-bu. elvtr. here and will be ready to handle wheat in a few wdays. The Star Engineering Co. had the contract.

Clifton, Kan.—The 3 elvtrs. of the Associated Mill & Elvtr. Co. here, have been leased to J. Keith Godwin, of Kansas City, Mo. J. A. Stober will manage them.

Wichita, Kan.—I am not engaged in the grain brokerage business, as reported. Have only a flour sales office and am a mill representative.—F. O. Jones Brokerage Co.

Wichita, Kan.—F. C. Dymock, who has been very ill at his home, has recovered sufficiently to return to his desk. He is mgr. for the Armour Grain Co. at this market.

Dodge City, Kan.—The Board of Trade in this city has been successful in securing a grain grading station here. An inspector will be supplied by the state department.

Burlington, Kan.—The new concrete elvtr. of the Co-op. Elvtr. & Merc. Co. has been completed and the machinery is being installed. The Monolith Builders, Inc., had the contract.

La Cygne, Kan.—I am not engaged in the grain business at this time. There is a rumor that the Farmers Union will build an elvtr. soon. Fred Shaull is pres. of the union.—T. B. Nisely.

Topeka, Kan.—F. A. Derby of the Derby Grain Co., has returned from a three months' tour of Western Europe following his attendance at the annual meeting in Scotland of the Rotary Clubs of the World.

Greensburg, Kan.—It is reported that the Farmers Grain & Supply Co. here has been consolidated with the Brenham Merc. Co. of Brenham, (Haviland p. o.). The matter has been pending for some time.

Atchison, Kan.—Our office here is not a new one, as it has been open for the last 18 months. Donald F. Priest, however, succeeded C. M. Sheenan as mgr., Aug. 15.—Dilts & Morgan, Inc., Kansas City, Mo.

Woodston, Kan.—M. L. Meyers recently bot the old elvtr. of the Solomon Valley Milling Co. here, and operates as the M. L. Meyers Grain Co. The Solomon Valley company went broke.—Farmers Elvtr. & Merc. Co.

Mulvane, Kan.—The Mulvane Co-op. Union has let contract to the Monolith Builders, Inc., for a new concrete elvtr. to be built in conjunction with the present buildings, supplanting the old frame elvtr. which is being wrecked. The entire plant will then be fireproof. The walls of the present mill and warehouse buildings will be joined to the elvtr.

## KENTUCKY

Princeton, Ky.—The plant of R. U. Kevil & Sons was slightly damaged by fire some time ago.

Springfield, Ky.—The Hayden Mill & Grain Co. has let contract for a new mill to be equipped with the latest machinery.

## LOUISIANA

Rayville, La.—Efforts are being made to raise a fund to build an elvtr.

New Orleans, La.—Paul R. Kalman, who has been in the grain business for many years, is now associated with K. & E. Neumond, Inc. He will have charge of the export trade to Mexico and the West Indies.

## MICHIGAN

Twining, Mich.—The Twining Bean & Grain Co. has been incorporated for \$25,000.

Battle Creek, Mich.—The Battle Creek Farm Buro will not build an elvtr. at present.

Allegan, Mich.—Ed. Horn, Sr., has bot the interest of Sec'y. Maurice Harvey in the Allegan Milling Co.

Fenwick, Mich.—The Fenwick Elvtr. Co. is rebuilding the elvtr. burned Apr. 5 and will soon have it completed.

Harbor Beach, Mich.—We have installed a Monitor Cleaner in our elvtr.—H. B. Arndt, mgr. Farmers Coop Co.

Flushing, Mich.—I will engage in a jobbing business in grain, beans and hay here.—A. Philips, formerly mgr., Farmers Elvtr. Co.

Lachine, Mich.—The Alpena County Farm Buro has filed a petition in bankruptcy thru its pres., listing assets at \$16,400 and liabilities at \$26,100. The buro owns 2 elvtrs., one here and one at Ossineke which it recently built. Preferred creditors hold mortgages on the elvtrs. amounting to \$15,000.

Alma, Mich.—J. Hale & Sons of Ionia have leased the elvtr. of the Alma Grain & Lumber Co. and are now in possession. W. T. Naldret is mgr.

Columbus, Mich.—A small damage loss occurred in the elvtr. of the Columbus Elvtr. Co. Sept. 2. Cause is believed to have been locomotive sparks.

Greenville, Mich.—The plant of the R. J. Tower Milling Co., including the elvtr., which was filled to capacity, burned Aug. 21 with a loss of \$40,000.

Kawkawlin, Mich.—The new 30,000-bu. elvtr. and warehouse of the Kawkawlin Bean & Grain Co. is now under construction and will be completed about Sept. 15.

Charlevoix, Mich.—The Charlevoix Co-op. Ass'n has bot the elvtr. of the old Charlevoix Elvtr. Co. which was operated by Chatterton & Son of Mt. Pleasant.

Fowler, Mich.—Sturgis & Son are building a new elvtr. here.—Farmers Co-op. Elvtr. Co. (The farmers' company bot the old elvtr. of Sturgis & Son in the fall of 1919.)

Saginaw, Mich.—Chas. Wolohan, Inc., will move his jobbing and selling office from Birch Run to this city where he will have offices in the Hill Building. He operates 4 country elvtrs.

Freesoil, Mich.—My new elvtr. has been completed and is in operation. It is equipped with the latest machinery. I have also bot a potato warehouse. I also operate a house at Fountain.—E. L. Brunke.

Eaton Rapids, Mich.—The Abrams Seed Co. has bot old plant of the True Mfg. Co. and will take possession Nov. 1. It will be remodeled for the handling of grain and seeds. The company recently lost its plant by fire.

Oxford, Mich.—The Oxford Farm Buro is now negotiating for the extension of the lease of the elvtr. it has operated for the last year. The company hopes to make it a long-time lease so that additional buildings can be put up.

## MARYLAND

Baltimore, Md.—The Western Maryland Ry. Co. has let contract to James Stewart & Co. for the \$1,000,000 addition it will build to its present elvtr. The new storage is to be ready Nov. 15.

Baltimore, Md.—The proposed amendment to the rules of the Chamber of Commerce referring to the grades of wheat deliverable on future contracts was voted down by the members of the exchange Aug. 29. The amendment providing that all grades on such wheat shall be "all free from dockage" also met its Waterloo.

## MINNESOTA

Glenwood, Minn.—The elvtr. of the Farmers Elvtr. Co. has been completed.

Delft, Minn.—C. Beier is now mgr. for the Carson Farmers Elvtr. Co. here.

Okabena, Minn.—The elvtr. of the Bennett Elvtr. Co. has been closed at this point.

Angus, Minn.—A. Beaudoine is now mgr. for the St. Anthony & Dakota Elvtr. Co. here.

Glencoe, Minn.—Our new elvtr. has been completed.—Farmers & Merchants Milling Co.

Hadler, Minn.—Fred Wilkins has succeeded W. G. Hadler as mgr. of the Hadler Elvtr. Co.

Guckeen, Minn.—Harry Monson has succeeded C. J. Swenson as mgr. for the Farmers Elvtr. Co.

Dunnell, Minn.—Geo. Weir has succeeded E. G. Methwig as mgr. for the Farmers Elvtr. Co.

Alpha, Minn.—C. J. Swenson has succeeded Frank Matson as mgr. of the Farmers Co-op Society.

Amiret, Minn.—The elvtr. of the Farmers Elvtr. Co. was damaged by lightning to the extent of \$25 Aug. 26.

Viking, Minn.—The elvtr. of the Spaulding Elvtr. Co. has been opened and Arthur Anderson is mgr.

Florence, Minn.—The Monarch Elvtr. Co. bot the elvtr. here not the Atlas Elvtr. Co.—A. E. Anderson, agt.

Lake Wilson, Minn.—Harry Neet will be mgr. for the Farmers Co-op Elvtr. & Lumber Co. for the next 2 years.

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Deer Creek, Minn.—The K. B. Wilson Co., Inc., has been incorporated for \$25,000 by K. B. J. and B. R. Wilson.

Rochester, Minn.—The Farmers Purchasing & Selling Agency has made improvements in and enlarged its plant.

Ormsby, Minn.—H. N. Lunde, formerly mgr. for the Farmers Grain Co., has left the company and is now in North Dakota.

Lewiston, Minn.—The Farmers Elvtr. Co., of Winona, has bot the elvtrs. of Kimmel & Myers at this city and at Altura and Stockton.

Reading, Minn.—I am now mgr. for the Farmers Co-op Co.—E. P. Meyer, formerly mgr. of Farmers Elvtr. Co. at Blairsburg, Ia.

Park Rapids, Minn.—Altho K. B. Wilson bot an elvtr. at Deer Creek, he has not resigned as mgr. for the Farmers Produce Exchange here as reported.

Westport, Minn.—We installed an overhead drive in the elvtr. this summer and find it a great improvement.—O. E. Krueger, agt., Monarch Elvtr. Co.

Doran, Minn.—J. H. Donaldson, now mgr. for the Farmers Elvtr. Co., was formerly of the Campbell Grain Co., Campbell, and the Farmers Elvtr. Co. at Lakefield.—D. O. Ray, sec'y.

Frost, Minn.—We have increased our capital stock to \$100,000 but will not put up any new buildings or make any extensive repairs.—W. G. Meyers, mgr. Farmers Co-op Elvtr. Co.

Madelia, Minn.—We only leased the elvtrs. of the C. S. Christensen Co.—Hubbard & Palmer, Mankato. (The company was reported to have bot the 7 elvtrs. of the firm mentioned.)

Appleton, Minn.—I am now mgr. for the Farmers Co-op Elvtr. Co., succeeding J. A. Thorsee who resigned to go into the automobile business.—A. M. Sorenson, formerly at Madison.

Rushford, Minn.—Farmers are organizing a new company and will make an effort to buy the elvtr. of the present Farmers Co-op. Elvtr. Co. If this can not be done the new company will build.

Marshall, Minn.—Franklin Edwards is now pres. and general mgr. of the Marshall Milling Co. and C. M. Hoagland is ass't mgr. and sec'y. The company's mill was recently struck by lightning, but no harm resulted.

Northfield, Minn.—Jacob Theobald, Jr., former pres. of the Theobald Milling Co., which went into bankruptcy, some time ago, is reported to have filed a personal petition in bankruptcy, estimating liabilities at \$97,409.46 and assets at \$21,900.

Madelia, Minn.—The C. S. Christensen Co., Inc., took over the milling business of C. S. Christensen Co., individual, on Sept. 1, organizing a new company. The corporation does not continue in the country grain elvtrs. The names of the officers of the new corporation are as follows: C. S. Christensen, Sr., pres.; James Lewis, vice-pres.; C. T. Dahl, sec'y.—C. S. Christensen, Jr., treas.

Twin Valley, Minn.—I have bot the elvtr. formerly owned by the W. C. Mitchell Co. who bot it from M. A. Hieberg. I have remodeled it, put on new siding, painted it and installed a new cleaner. P. A. Largess is mgr. for the Cargill Elvtr. Co., which bot the old elvtr. of the Thorpe Elvtr. Co. Ed Eid is mgr. for the Farmers Equity Co. which operates the elvtr. of the old Farmers Elvtr. Co., owned by C. E. Petersen.—Henry Vehle.

Lake City, Minn.—Our elvtr. and the grain in it were damaged, Aug. 6, to the amount of \$500. Fire burned one section of the coal sheds. The roof of the elvtr. was damaged to some extent and the grain well soaked with water. The fire was started when a high wind blew sparks from the burning depot which had been set on fire, in turn, by a spark from an engine on a freight train. The depot was a total loss.—C. S. Cardinal, agt. Hunting Elvtr. Co.

## DULUTH LETTER.

A. Laird Goodman is being showered with congratulations. He was married recently and is the popular mgr. for the Universal Milling Co.

The following memberships have been posted for transfer on the Board of Trade: W. B. Parsons to O. E. Harris, C. M. Walker to James M. Owen, and John H. MacMillan to John H. MacMillan, Jr.

All firms operating on the Board of Trade were required by the Sec'y, to file a statement of their business transactions for the current year ending Sept. 1.

Mail addressed to the Hickman Grain Co. is returned "unclaimed."

W. D. Newcomb has returned to this city, very much improved in health, after a two year sojourn in California. He is connected with the Globe Elvtr. Co.

G. P. Harbison has been appointed correspondent for McCarthy Bros. & Co. of Chicago, at this market. He has applied for membership in the Board of Trade.

## MINNEAPOLIS LETTER.

We have sold our entire line of elvtrs. to the Monarch Elvtr. Co.—Northwestern Elvtr. Co.

J. R. Stewart, of the Banner Grain Co., has taken over the property of the Clarx Milling Co. which recently went into the hands of a receiver.

The private wire office of James E. Bennett & Co., which was formerly in the Chamber of Commerce Annex, has been moved and is now in the old Chamber of Commerce Building.

Memberships posted for transfer on the Chamber of Commerce include those of James S. Carruthers to Capel Tilt; Moses L. Kane to A. G. Hessburg; E. F. Bosworth to T. T. Bakke; P. L. Howe to W. B. Grobe and F. F. Laux to C. S. Wallace.

Wallace Mitchell, well remembered by the older members of the Chamber of Commerce, died at Menomonie, Wis., Sept. 2 at the age of 60. He was supt. of the Wisconsin Milling Co., at the time of his death but prior to that was connected with the Northwestern Consolidated Milling Co. here. Heart trouble caused his death. Burial was in this city.

Traveling representative licenses have been issued by the Chamber of Commerce to the following: Morgan Burke, for Imperial Elvtr. Co.; E. W. Feehan, for the Montana & Dakota Grain Co.; Harold W. Hellier, for Quinn-Shepherdson Co.; John W. Carr, for McCaull-Dinsmore Co.; R. O. Williams, for H. Poehler Co. and M. J. Sheehan for McDonald-Wyman Co.

The following is a complete list of the towns at which we bot the elvtrs. of the Northwestern Elvtr. Co. It comprises 58 elvtrs. at 53 stations, as there are 4 elvtrs. at Hattton, N. D.; Minnesota; Ashby, Rothsay, Halstad, Shelley, Neillsville, Climax, Grove City, Willmar, Murdock, Benson, Clontarf, Hancock, Graceville, Maynard, Granite Falls, Green Valley, Florence, Holland, Pipestone, Jasper, Danvers, Holloway, Bellingham and Nassau. North Dakota; Brookland, Guelph, Silver Leaf, Everest, Luverne, Blabon, Pickert, Finley, Sharon, Pekin, Hamar, Arthur, Blanchard, Larimore, Kerry, Milton, Osnabrock, Thompson, Glasston, Hamilton, and Neche. South Dakota; Garretson, Albee, La Boit, South Shore, Forrestville and Vienna.—Monarch Elvtr. Co.

## MISSOURI

Carthage, Mo.—W. M. Evans is now mgr. for the McDaniel Milling Co.

Barnett, Mo.—The Farmers Elvtr. Co. has added feed, flour, etc., as side lines.

Vandalia, Mo.—G. B. Moore has resigned as mgr. for the Farmers Elvtr. & Supply Co.

Maryville, Mo.—The Maryville Mill & Elvtr. Co. contemplates the enlargement of its plant.

St. Joseph, Mo.—The building permit for the new \$180,000 Burlington Elvtr. was issued Aug. 25.

Louisiana, Mo.—The Louisiana Elvtr. Co. incorporated for \$30,000 with J. W. Rule as pres. and J. L. Reading, sec'y-treas.

Bigelow, Mo.—S. S. Meadows will install a cleaner in his elvtr. He has leased the elvtr. of the Farmers Elvtr. Co. here.

Dearborn, Mo.—The mill of the O. C. Hess Mfg. Co. burned Sept. 7. The loss was total and the cause of the blaze unknown.

Coffeyville, Mo.—Our office here has been closed for the last 6 months.—Guy H. Claiborne, Claiborne Commission Co., Kansas City.

Curryville, Mo.—The plant of the Curryville Elvtr. Ass'n, which was recently incorporated for \$20,000, is now ready for operation.

Ava, Mo.—The Ava Milling Co. has decided not to rebuild the plant burned May 29. Total insurance on the plant and contents amounted to \$14,000.

Annada, Mo.—There is only one elvtr. here. It has a capacity of 16,000 bu. and is located on the C. B. & Q. The warehouse is 40x60 ft.—W. I. Reid, mgr., Annada Elvtr. Co.

Osborn, Mo.—The new elvtr. of the Osborn Elvtr. Ass'n will be equipped with a Globe Combination Truck and Wagon Dump, an Invincible Grain Cleaner, 350-bu. corn sheller, 10-ton Fairbanks Auto Truck Scale, two elvtr. legs, and 5-bu. Richardson Automatic Scale.

Sweet Springs, Mo.—A 9-in. spiral conveyor will connect the new elvtr. of the Sweet Springs Milling Co. with its mill building. The conveyor will be 140 ft. in length. The company is also putting in a new dust collector and loading-out spout. The Monolith Builders, Inc., have the contract.

Fortescue, Mo.—The elvtr. of the Farmers Elvtr. & Milling Co. was sold at public auction to satisfy a mortgage of \$18,000. It is now operated as the Fortescue Elvtr. & Mill. A new 20-h.p. motor and a 10-ton Fairbanks Scale are being installed. The elvtr. will be thoroly overhauled also. V. V. Cummings of Salina, Kan., is mgr.

## KANSAS CITY LETTER.

John F. Sugrue has been elected to membership in the Board of Trade.

E. O. Moffat has been admitted to membership in the Board of Trade.

Trading in wheat for May delivery was authorized by the directors of the Board of Trade, Aug. 30.

I am now supt. of the Murray Elvtr. here.—M. Schultz, formerly supt. of the Santa Fe Elvtr., Chicago.

M. Schuler has succeeded J. M. Chilton as federal grain supervisor here. Mr. Chilton is now with the Hall-Baker Grain Co.

The directors of the Board of Trade have recommended an assessment of \$50 on each membership. The matter will be voted upon later.

The office of Langenberg Bros. Grain Co. was moved from this city to St. Louis, Aug. 22 and Harry Schilling now occupies the offices.—E. G.

The inspectors and weighers of the state grain inspection department will now work 10 hours a day instead of 8. This is to avoid overtime charges.

Chas. F. Rock, has been relieved of his duties as attorney for the Millers Exchange, his successor, Major J. A. Badorf, taking the position, Sept. 1. Mr. Rock resigned recently and is sales mgr. for the Kansas City Milling Co.

The trading floor of the Board of Trade is to be enlarged so that there will be more room for the cash grain tables and the telegraph companies. The smoking room will be torn out, some pits moved, and various changes effected. A balcony will also be built along the west wall.

Members of the Board of Trade will vote Sept. 12 on an amendment to the exchange rules against transactions in "privileges" or "bids" and "offers" or any purchase or sale of grain that may arise from such transactions. Violations will be punished by expulsion or suspension.

The executive office and the clerical force of the Kansas grain inspection department will be moved from this city to the other side of the river on Kansas soil if J. S. Hart, chief of the Kansas department can complete his present plans. The inspectors and weighers will continue to make the Glover Building their headquarters, however.

Oscar T. Cook, formerly cash grain buyer for the Barnes-Piazek Co., who recently announced that he would enter the grain trade on his own account, has changed his plans and will represent the Southwestern Milling Co. on the floor of the exchange. He recently bot the membership of R. J. Pendleton and was to have operated as the Cook-Pendleton Grain Co.

## ST. LOUIS LETTER.

John E. Giesing has applied for membership in the Merchants Exchange.

The Jostes-Lusk Grain Co. with offices in the Pierce Building, is a new firm here tho the props. are well known to the grain trade.

Edward M. Flesh has withdrawn from the grain business and his membership has been posted for transfer to Hugh Wright. Mr. Flesh was formerly a prominent figure in grain circles here. He was treas. of the U. S. Grain Corporation at New York and has not re-entered the business since the war.



**MONTANA**

Malta, Mont.—Guy Eddy is the new mgr. of the Imperial Elvtr. Co.

Arrow Creek, Mont.—M. A. Peterson is now mgr. for the Montana Elvtr. Co. here.

Glendive, Mont.—W. H. Miner has succeeded A. J. Foss as mgr. for the Farmers Grain Co.

Denton, Mont.—A warehouse of the Montana Flour Mills Co. was recently damaged by fire.

Pendroy, Mont.—Mail addressed to the Imperial Elvtr. Co. is returned marked "unclaimed."

Harlem, Mont.—R. J. Walker is the new mgr. for the Equity Elvtr. Co., which is installing new scales.

Fairfield, Mont.—Donald Mills, formerly agt. for the Montana Elvtr. Co. here, has gone to Duluth, Minn.

Scobey, Mont.—The Northern Grain Co. incorporated for \$15,000 by E. W. Battleson, Fred Hanson and others.

Raymond, Mont.—Our new elvtr. will be ready in about 10 days.—W. M. Rader, sec'y-treas. Farmers Equity Co.

Billings, Mont.—The Trask Grain Co., of Aberdeen, S. D., has opened an office here under the management of R. W. Soule.

Suffolk, Mont.—The P. F. Brown Co., of Lewistown, has leased the elvtr. of the Equity Elvtr. Co. and E. H. Hanson will be mgr.

Brady, Mont.—We did not lose our elvtr. by fire as recently reported, only a machinery warehouse burned.—F. F. Lewis, Lewis Grain Co.

Richey, Mont.—Richard Teslow, of Mound, Minn., has bot the elvtr. of the Occident Elvtr. Co., formerly belonging to the Montana & Dakota Elvtr. Co.

Three Forks, Mont.—The report that an elvtr. of the Montana Grain Growers burned here, is unfounded. The elvtr. in question was at Willow Creek.—Three Valleys Co-op. Ass'n.

Livingston, Mont.—We own and operate the following elvtrs.: Livingston, J. W. Martin, mgr.; Toston, E. E. Parker, mgr.; Clyde Park, H. R. Bacley, mgr., and Big Timber, P. A. Miller, mgr.—Park County Milling Co.

Lambert, Mont.—The International Elvtr. Co. has bot the elvtrs. of the Montana & Dakota Grain Co. here and at Lane. H. H. Thorbe, formerly mgr. for the Farmers Elvtr. Co., will be mgr. here and Mgr. Graham will take charge of the house at Lane.

Glendive, Mont.—The Eastern Montana Elvtr. Co. has been made defendant in a suit brot by Frank Keller, a farmer to recover \$11,000 for personal injuries and damages, resulting from the alleged negligence of the defendant company in keeping its scales in repair. The plaintiff avers that the scales broke when he drove upon them causing his 4-horse team to run away and resulting in serious injury.

**NEBRASKA**

Elwood, Neb.—T. J. Hartman has resigned as mgr. for the Farmers Elvtr. Co.

David City, Neb.—Fred Graves, who sold his elvtr. here in May, is now in Foss, Okla.

Holdrege, Neb.—F. E. Young is trustee in bankruptcy for the Bodman-McConaughy Co.

Ellis, Neb.—C. B. Ashcraft has succeeded Chas. Minnick as mgr. for the Farmers Elvtr. Co.

Plymouth, Neb.—Louis Pimper has succeeded Robert Pott as mgr. for the Farmers Elvtr. Co.

Stapleton, Neb.—The Farmers Union Elvtr. Ass'n has bot the elvtr. of the Lexington Milling & Elvtr. Co.

Stamford, Neb.—W. H. Williams has succeeded Carl F. Berg as mgr. for us.—Stamford Equity Exchange.

Broadwater, Neb.—J. R. Marshall has succeeded T. O. Haiston as mgr. for the Broadwater Co-op. Society.

Clearwater, Neb.—W. M. Langan has succeeded H. C. McClellan as mgr. for the Nye-Schneider-Fowler Co. here.

Laurel, Neb.—J. L. Durrie, prop. of the Laurel Milling & Elvtr. Co., who was also postmaster here, has resigned the latter position as his grain business now requires all of his time.

Gordon, Neb.—Walter N. Pike, formerly mgr. for the Farmers Elvtr. Co., is now mgr. for the Chadron Flour Mills at Chadron, succeeding W. W. Naylor.

Kearney, Neb.—The Kearney Flour Mill Co. will remodel and improve its plant in the near future and will install new machinery.

Cortland, Neb.—The coal sheds of the Cortland Farmers Grain & Coal Co. were damaged to the extent of \$2,000 by fire started by locomotive sparks.

North Platte, Neb.—We have repaired and overhauled the elvtr. we recently bot of the Leypoldt & Pennington Co.—C. O. Major, mgr. Farmers Union.

Loup City, Neb.—E. G. Taylor who recently bot the interest of I. C. Harden in the Taylor Harden Grain Co., will now operate as the E. G. Taylor Grain Co.

North Platte, Neb.—The North Platte Flour Mills experienced a small damage loss on Sept. 4 when the roof and gable ends of the boiler house burned. Cause was not reported.

Winside, Neb.—C. E. Needham, who has been living in California for the last year, has come back to the old home town and bot the interest of Guy Auker in the elvtr. of Auker Bros. He formerly owned a half interest in the same elvtr. but sold it when he went away.

Albion, Neb.—D. R. Jones has bot the plant of the Albion Milling Co., and will operate it as the D. R. Jones Milling Co. The plant has been thoroly remodeled, after a year's idleness and is under the management of A. W. Beach. Mr. Jones will raise the greater part of the wheat for the mill on his own ranch.

Humboldt, Neb.—The light and power plant of the O. A. Cooper Co. will be enlarged. Power will be increased by the installation of a new Corliss Engine and a 240 K. W. generator, making two units of this size. The old steam turbine, etc., will be taken out. The company not only operates the mill and elvtr. by electricity but supplies the current for the town as well.

Fremont, Neb.—Julius Barnes is named as the purchaser of the elvtrs. of the Nye-Schneider-Fowler Co., which has been in desperate financial straits for some time. This includes 195 country elvtrs. and several terminal elvtrs. of the company. According to W. J. Court-right, attorney for the company, final details of the plans have now been arranged. Mr. Barnes will have 5 years in which to buy the stock, and has agreed to the price demanded by the stockholders' com'te. The arrangement calls for the deposit of 12,000 shares of the stock, more than a controlling interest.

Schuyler, Neb.—Efforts to re-organize the Wells-Abbott-Nieman Co., have proved of no avail and on Aug. 25, the protective com'te which has been trying to straighten out the company's tangled affairs, filled a petition in the Federal Court at Omaha asking for a receiver. Due to the conflicting interests of the bank's interest, the preferred stockholders and the common stockholders, the protective com'te consisting of John F. Stout, James N. Wright and C. J. Claussen found it impossible to formulate a plan on which all of the various interests could agree. C. J. Claussen was appointed receiver. The company is said to owe the banks \$806,000 of which \$575,000 is alleged to be absolutely unsecured. The company was capitalized at \$705,000 of which \$450,000 is preferred stock. No bonds are outstanding. It is reported that the company has claims against customers on cancelled contracts amounting to \$75,000. The company is one of the oldest and largest in this part of the country, having been in active operation for 59 years.

**OMAHA LETTER.**

James Barlow is now supt. of the two elvtrs. of the J. Rosenbaum Grain Co. here, formerly operated by the Flanley Grain Co. and the Rothschild Grain Co. Mr. Barlow was formerly in the elvtr. department of the company at Chicago.

John L. Leopold and Guy F. Briggs, operating as the Leopold-Briggs Grain Co., have dissolved partnership. The firm is accepting no new business altho all indebtedness and contracts now on hand are being taken care of. The Albers Commission Co. will handle any grain in transit for the company. Mr. Briggs has been ill for some time and has been ordered to take a complete rest by his physicians, while Mr. Leopold is confined to his bed and is considered seriously ill.

Omaha, Neb.—C. D. Sturtevant has been elected to the directorate of the Grain Exchange to succeed W. T. Burns who recently resigned.

**NEW ENGLAND**

Boston, Mass.—The C. L. Williams Co. has been incorporated by Clarence L. Williams who will be pres. and treas.

Palmer, Mass.—The plant of the Three Rivers Coal & Grain Co. burned recently with a loss of \$15,000. The fire was communicated to the grain plant by a burning car of cotton on a siding near the plant.

White River Junction, Vt.—The H. A. Perkins Co., Inc., has a new elvtr. under construction. New machinery, including motors, feed mill, hopper scale, and conveying machinery will be installed.

**NEW YORK**

New York, N. Y.—E. K. Willard, for many years a member of the Produce Exchange, is dead at the age of 90.

New York, N. Y.—Harry Proctor is now representing the Lewis & Proctor Co. on the floor of the Produce Exchange.

Freeville, N. Y.—The Farmers Syndicate will not build an elvtr. and mixed feed mill here as has been reported.—Farmers Syndicate, Inc.

**NEW MEXICO**

Melrose, N. M.—I have been out of the grain business for several months but am now connected with the Melrose Corp.—W. K. Hollifield, mgr.

Clayton, N. M.—The Four States Seed & Grain Co. has succeeded the Four States Seed Co. and the capital stock has been increased from \$5,000 to \$25,000. Elmer G. Hartner is pres. and V. L. Baer is sec'y-treas. and gen. mgr.

**NORTH DAKOTA**

Sykeston, N. D.—The Farmers Elvtr. Co. has been reorganized.

Harmon, N. D.—The new elvtr. of the Farmers Elvtr. Co. has been completed.

Parshall, N. D.—J. E. Hannon, mgr. for the Farmers Co-op. Elvtr. Co., has resigned.

Zahl, N. D.—J. E. Lawlor, of Sutton, is now mgr. for the Scorris Farmers Elvtr. Co. here.

Zap, N. D.—L. H. Jacobson, not Jackson as reported, is mgr. for the Farmers Co-op. Co., now.

Stanton, N. D.—H. E. W. Gentz has succeeded Geo. Boepple as mgr. for the Farmers Co-op. Elvtr. Co.

Napoleon, N. D.—The Logan County Grain Co. has succeeded the C. P. Burnstad Elvtr. Co. A. Ihme is buyer.

Belfield, N. D.—The elvtr. of N. J. Steffen, which has been idle for 2 or 3 years, is being repaired and will be put into operation.

Price, N. D.—The Mandan Farmers Elvtr. Co. has leased the elvtr. of the Bingenheimer Co. and will open it for business at once.

Almont, N. D.—Mail addressed to W. A. Clark, formerly mgr. for the Farmers Union Merc. Co., is returned marked "removed."

Crosby, N. D.—Wm. Nott, formerly mgr. for the Crosby Farmers Grain Co., has leased the elvtr. of the Farmers Co-op. Co. and will operate it.

Hazen, N. D.—M. S. Pridt is pres. of our company which recently bot the elvtr. of the Knife Lumber & Grain Co.—M. J. Pridt, sec'y-treas. and mgr.

Fargo, N. D.—Final work on the new concrete elvtr. being constructed by the Fargo Mill Co. will be completed within 10 days. The elvtr. will have a capacity of 35,000 bus.

Crystal, N. D.—The elvtr. operated by E. F. Doran burned Aug. 19. The loss is fully covered by insurance. The house contained a small amount of oats and a car load of wheat.

Deep, N. D.—The elvtr. of the Dodge Elvtr. Co., which was recently burned, was a total loss. The fire started in the cupola from a hot box. I was mgr. and was loading a car at the time of the fire. Am now buying at Landa.—C. T. Hilden.



Duane (Ellendale, R. F. D. No. 1), N. D.—The elvtr. of the Empire Elvtr. Co. has been opened and I am mgr.—Earl Parker, formerly mgr. for G. W. Van Dusen & Co. at Verdon, S. D.

Alkabo, N. D.—I am agt. for the Atlantic Elvtr. Co. here. Fred Zink is mgr. for the Farmers Elvtr. Co. and the elvtr. of the Kellogg Elvtr. Commission Co. has been closed.—Frank G. Welsh.

Minot, N. D.—The Farmers Grain Co. has decided to operate on the co-op. plan and has applied for new incorporation papers. The capital stock of the new company will be \$20,000 and L. Enger will be mgr.

La Moure, N. D.—The Equity Co-op. Exchange which lost its elvtr. by fire last May, will probably buy the elvtr. of Oscar Laneal instead of rebuilding. The house in question is known as the "James River Elvtr."

Barton, N. D.—Not only was our elvtr. destroyed in the recent fire but those of the Monarch Elvtr. Co. and the Farmers Elvtr. Co. also burned. Our elvtr. was insured for \$8,000. The elvtr. had not been open for 3 weeks before the fire and was in apple-pie order for the new crop. We have bot the elvtr. of the Imperial Elvtr. Co. and are now operating it.—Langum & Simonson.

## OHIO

New Dover, O.—The elvtr. of Cody & Son here is closed.

Melvin, O.—I am out of the grain business at present.—J. W. Channel.

Creston, O.—The Farmers Equity Co. will install motors in its elvtr.

Geneva, O.—The Geneva Milling Co. is building an addition to its mill.

Delphos, O.—Krug Bros. Grain Co. has bot the elvtr. of Samuel Hessian.

West Jefferson, O.—I am planning on installing a coal conveyor.—John Murray.

Bloomer, O.—J. R. Helmar has leased the elvtr. of S. J. Rudy at this station.

Grafton, O.—Henry Vogel has been appointed receiver for the Bennett Milling Co.

Thompson, O.—The Geneva Milling Co. is building an elvtr. and feed mill here.

Florence Sta. (Shinrock p. o.), O.—Farrar & Watts now operate a 20,000-bu. elvtr. here.

Emery Chapel (Springfield, p. o.), O.—I. C. Oglesby is now our mgr.—Farmers Grain Co.

Conover, O.—G. C. McDonald has succeeded O. W. Baker as mgr. for the Conover Grain Co.

Berwick, O.—The Berwick Farmers Elvtr. & Supply Co. will install motors in its elvtr. soon.

Chickasaw, O.—Our pres., L. A. Grieshop is confined to his home by illness.—Chickasaw Milling Co.

North Fairfield, O.—T. K. Perry is now mgr. for the Farmers Elvtr. Co. L. Klepinger was formerly mgr.

Ridgeton, O.—G. F. Lindhardt is now mgr. for the Bucyrus Equity Co. here.—Elmer Schaal, Bucyrus.

Maria Stein, O.—We expect to be equipped with electric power by Oct. 1.—C. Ford, mgr. Myers & Patty Co.

Versailles, O.—A. H. Weimer is now our mgr.—Versailles Equity Union Co. (Fred Thomas was formerly mgr.)

McCutchenville, O.—The Seneca Milling Co. will install motors in its elvtr. for operation and lights, doing away with its kerosene power.

Grove City, O.—The elvtr. of the Farmers Exchange Co. is completed and in operation. Kirby Threlkeld is mgr.

Paulding, O.—Bittner & Pollock suffered a small fire loss Aug. 17 when a blaze due to a short circuit was discovered.

Somerset, O.—The elvtr. of the Farmers Co-op. Elvtr. Co. was struck by lightning recently but the loss was small.

Greenville, O.—I have sold my business here to T. B. Fox, of Coldwater, Mich., and he is now in possession.—Chas. Bayman. (Mr. Fox will operate as Fox Grain & Flour Co.)

Greenville, O.—C. O. Martin is now mgr. of our North Side Elvtr.—Greenville Farmers Exchange Co. (M. Anderson was formerly mgr.)

Rosewood, O.—O. W. Baker is now mgr. for the new Farmers Exchange Co. here. He was formerly with us at Conover.—Conover Grain Co., Conover.

Antwerp, O.—The Antwerp Grain Co. incorporated for \$25,000 by A. D. Behymer, J. W. Mosier and other. The company succeeds the Conn Grain Co.

Bellevue, O.—The W. J. Mahnke Co. has taken over the business of the Bellevue Flour Mills and the Wheeling Elvtr. here.—W. J. Mahnke, pres.—mgr.

Columbus, O.—Ellis T. Early will have charge of the grain department of the office of the Early & Daniel Co., here and J. C. Rarey will be mgr. of the hay department.

Carey, O.—We are installing electric power in our 35,000-bu. elvtr. and warehouse and expect to be ready to commence operations as soon as the current is turned on.—Carey Farmers Co-op. Co.

Cincinnati, O.—The recent report that McQuillan & Riley had succeeded the McQuillan Co. was erroneous as the company was incorporated Jan. 1 and since that time has operated as the McQuillan Co. Inc.

Covington, O.—James A. Rudy has leased the elvtr. of S. J. Rudy and will operate it under the old name of S. J. Rudy & Sons. S. J. Rudy is retiring from the grain trade, having leased his elvtr. at Bloomer also.

Cincinnati, O.—I have recently severed my connections with the Nutritia Co., of which I was sec'y and treas., and am in the hay and grain receiving and shipping business on my own account, operating as T. M. Dugan & Co. with offices in the Rawson Building.—T. M. Dugan.

## OKLAHOMA

Bessie, Okla.—The elvtr. of J. Gerlach burned Aug. 25.

Kremlin, Okla.—W. E. Lynch is now agt. for the Enid Milling Co. here.

Kaw City, Okla.—The Kaw Grain & Elvtr. Co. has bot the Elvtr. of W. T. Conklin.

Elgin, Okla.—Frank McAnaw, of Osborne, Mo., is now mgr. for D. E. McAnaw here.

Yukon, Okla.—A. Christi is again with the Yukon Mill & Grain Co., now being gen. supt.

Ingersoll, Okla.—The elvtr. of the Kansas Flour Mills Co. was slightly damaged by fire recently.

Erick, Okla.—I have sold my elvtr. at Canute, to the farmers and have bot the elvtrs. of the Home Elvtr. Co. here and at Bovina, Tex.—G. E. Harris.

Enid, Okla.—The W. L. Perkins Grain Co., Oklahoma City, has a branch office here with C. C. Chandler, formerly with the Nelson Grain Co. of Clinton, as mgr.

Chickasha, Okla.—We have moved our Hobart office to this city where we have quarters in the 1st National Bank Building.—W. A. Darby, mgr. J. T. Gibbons Grain Co.

Okmulgee, Okla.—The Okmulgee Mill & Elvtr. Co., J. D. Carey, mgr. recently suffered a \$15,000 fire loss, when its mill and elvtr. burned. The machinery and much grain was damaged.

Navina, Okla.—The Farmers Co-op. Co. bot the elvtr. of the Navina Grain Co. and will not build as reported, but we may remodel the house later.—E. P. Lowe, mgr. Farmers Co-op. Co.

Hinton, Okla.—We are again in the business having bot the elvtr. of the Sun Grain & Export Co. With a little repairing we expect to run it this season and next year if things look right we will build.—Fred Zobisch, Zobisch Grain Co. (The company's elvtr. burned May 30.)

Oklahoma City, Okla.—I am now located at Clinton but am not engaged in the grain business at present.—Roy Frymire.

## OREGON

Hubbard, Ore.—Lee L. Hershberger has installed a new cleaner in his elvtr.

Portland, Ore.—The Pacific Grain Co. has been merged with the Portland Flouring Mills Co.

Scio, Ore.—The Scio Mill & Elvtr. Co. incorporated for \$25,000 by J. C. Keller, D. E. Cooper and H. L. Loomis.

Portland, Ore.—S. C. Draper has opened an office in the Board of Trade Building and will operate in his own name. He has had many years of experience in the grain trade and is well known to the trade.

Madras, Ore.—Lewis H. Irving now owns and operates four grain houses in this county. Bob Cook is mgr. of his Agency Plains house here and Henry Dusault mgr. of the Irving Warehouse here. Gillis Dinzy manages the house at Vanora and Dan Arnsmeir will be mgr. at Metolius.

Portland, Ore.—The only alterations which we are now making at our elvtr. consists of installing an air compressor plant for the purpose of cleaning the various floors, operating and cleaning machinery of dust. In other words, the idea is to use this additional air service to absolutely insure a clean elvtr. at all times.—G. B. Hegardt, chief engineer, Commission of Public Docks.

## PENNSYLVANIA

Lancaster, Pa.—John W. Eshelman & Sons have bot the elvtr. of Anderson Bros., Inc.

Mechanicsburg, Pa.—I have succeeded the D. Miller Estate, having bot the elvtr. and coal yards.—F. L. Coover.

Philadelphia, Pa.—Boureaux & Evans will operate a private telephone booth on the exchange floor. They have been admitted to membership in the exchange.

Philadelphia, Pa.—Wm. M. Smith has been appointed federal grain inspector here, succeeding Geo. A. Stuart who is now grain expert of the Bureau of Markets.

Philadelphia, Pa.—Piers No. 1 and 3 North are slowly being dismantled at Girard Point where new piers will be built, and work on the substructures will be rushed.

Pittsburgh, Pa.—D. V. Heck, formerly a partner with G. M. Hardman in Hardman & Heck which was recently dissolved by mutual consent, is now associated with W. F. Heck & Co. with offices in the Wabash building.

## SOUTH DAKOTA

Highmore, S. D.—K. G. Ryan has leased the elvtr. of the Burgeson Grain Co.

Artas, S. D.—The Artas Equity Exchange suffered a small loss by lightning recently.

Letcher, S. D.—B. M. Halladay, of Hancock, is now mgr. for the Farmers Co-op. Co.

Vienna, S. D.—The Monarch Elvtr. Co. has succeeded the Northwestern Elvtr. Co. here.

Fruitdale, S. D.—I have just become mgr. at the elvtr. of the Rapid River Milling Co. here.—W. J. Mabbott.

Dahlberg (Veblen p. o.), S. D.—I am the new mgr. here.—Cecil E. Danielson, mgr., Norway Elvtr. & Fuel Co.

Tyndall, S. D.—We have bot the elvtr. of Stillwell & Morgan and will operate it as E. W. Giedd & Son.—E. W. Giedd.

Cuthbert, S. D.—The elvtr. of the South Dakota Grain Co. is not running just at present.—W. S. Broderick, mgr., Atlas Elvtr. Co.

Sioux Falls, S. D.—Mail addressed to the Merriam Commission Co., who operated a branch office here, is returned marked "Gone."

Winfred, S. D.—The Western Elvtr. Co. of Minneapolis has bot the elvtr. of the Merchants Exchange Co. A. M. Leicht will remain as mgr.

Volga, S. D.—Cotton & Sundet have succeeded J. O. Sundet. The elvtr. formerly operated by O. M. Olson is standing empty.—Geo. P. Sexauer & Son.

Waubay, S. D.—We remodeled the elvtr. this year, putting the coal bins on the track. We also installed a motor.—Thos. Terhune, agt., Geo. C. Bagley Elvtr. Co.

## COAL

All Four-Inch Shaker Screened Lump  
Pocahontas Genuine Seam No. 3—  
West Virginia White Ash—West  
Virginia Splint—Pomeroy—Hocking

Write or phone at our expense for prices.  
Can make prompt shipment and will guarantee quality and preparation.

**HARDY COAL CO.**  
815 Ferris Bldg. COLUMBUS, OHIO



Chester, S. D.—Mail addressed to J. Ryan, reported to have bot an elvtr. here, is returned unclaimed.

Elkton, S. D.—S. M. Culbertson, formerly mgr. for the Farmers Elvtr. Co. at Cazenovia, Minn., has succeeded O. W. Luken as mgr. for the Farmers Elvtr. Co. here.

Lily, S. D.—Swan Nelson, who lives in Montana, has bot the elvtr. of E. E. Clapp but it has been closed for a year.—B. T. Kortgard, mgr., Farmers Elvtr. & Merc. Co.

Appleby (Watertown p. o.), S. D.—We have installed a new Howe Scale and Dump and have enlarged our dump pit to 300 bus. capacity.—J. E. Cooper, mgr., Potter, Garrick & Potter.

Lesterville, S. D.—Only 2 of the 5 elvtrs. here are in operation. The elvtrs. of Adam Waloch, McCaull-Webster Elvtr. Co. and B. A. Freidel are closed. The Farmers Exchange has succeeded Edward Treidel and is operating as I am.—J. J. Kremer.

Yankton, S. D.—We were compelled to close our elvtr. because the river had undermined the tracks, but as the R. R. company has promised to move the track, we are again buying grain.—C. A. Starry, agt., Western Terminal Elvtr. Co.

Meckling, S. D.—My elvtr. which was destroyed by the railroad last December has not been rebuilt. Am waiting the outcome of my suit which will come up in Sioux Falls in October. The R. R. Co. has not offered to pay one cent of damages.—H. Westere. (The elvtr. was wrecked when a freight train backed over the ice into it.)

Mansfield, S. D.—The elvtr. of R. G. Klyne has been closed for the last 2 years. We have succeeded G. W. Van Dusen & Co. here and have overhauled and repaired the elvtr., installing Globe Dump, 20-ton Howe Scales and a manlift. We have replaced the old wooden driveway with a direct drive and put 2 coats of paint on the elvtr. and all our other buildings.—O. Nyberg, agt., Atlas Elvtr. Co.

## SOUTHEAST

Norfolk, Va.—The office of James E. Bennett & Co. has been closed.

Atlanta, Ga.—R. A. Berry has entered the grain brokerage business here.

Beaufort, S. C.—We are building a 15,000-bu. elvtr. H. H. Lake is pres.; Pat. Wall, vice-pres.; and R. G. Tunno, sec'y-treas.—Central Terminal Co.

Jacksonville, Fla.—We are in the grain business and bring in bulk grain which we sack and forward thruout the state and into Cuba. We operate a 60,000-bu. elvtr. with all modern equipments. Our officers are J. C. McCann, pres.; D. V. Vincent, vice-pres. and treas. and R. R. Milam, sec'y.—Vincent-McCann Co.

## TENNESSEE

Nashville, Tenn.—We are getting ready to rebuild our elvtr. burned June 6. Will need all new machinery.—W. C. Crozier & Co. (Elvtr. was known as Dixie Elvtr.)

Memphis, Tenn.—David W. Marks has applied for membership in the Merchants Exchange on transfer from L. P. Anderson. The firm of Marks & Anderson is retiring from business but Mr. Marks will open a brokerage office and operate in his own name.

Memphis, Tenn.—The Memphis Elvtr. & Storage Co. has been incorporated for \$20,000 by A. W. and M. C. Ketchum, J. R. and S. M. Pepper and H. H. Honnell. The company will operate the plant of G. E. Patteson & Co., which has been closed for some time, with W. J. Cooner as mgr.

## TEXAS

Waxahachie, Tex.—W. E. Crow has bot the mill and elvtr. of S. C. Watson for \$40,000.

Kaufman, Tex.—A grain and feed warehouse of the Lyle Grain Co. burned recently with a loss of \$8,000; insurance, \$6,000.

Stratford, Tex.—Robert O. Cator, owner of the Cator Elvtr., died recently from injuries received when he fell the length of the elvtr. shaft in the elvtr.

Galveston, Tex.—A permit for the building of a conveyor gallery from the present gallery of the Sunset Elvtr. to the end of Pier A, a distance of 420 ft., has been granted to the Sou. Pac. Ry. Co., owners of the elvtr. The extension will cost \$41,000.

Clarendon, Tex.—We will rebuild our hay sheds recently burned.—Clarendon Grain Co.

Tulia, Tex.—We contemplate building a brick office and warehouse.—E. M. Noble, mgr. Farmers Grain Co.

Perryton, Tex.—Friction from a shaft running through a bin caused a small loss in the elvtr. of John H. Probst.

Panhandle, Tex.—We have a new elvtr. here and have been operating it about a month.—J. I. Wynn, J. L. Carhart Grain Co.

Farmersville, Tex.—The plant of the Farmersville Mill & Light Co. has been thoroughly overhauled and new machinery installed.

El Campo, Tex.—I. Weaver, who sold his plant to the Sublette Grain Co. a year and a half ago, has bot it back and is now operating it.

Bovina, Tex.—I sold my elvtr. at Canute, Okla., to the farmers and bot the elvtrs. of the Home Elvtr. Co. here and at Erick, Okla.—G. E. Harris.

Miami, Tex.—The Barnett Grain Co. which succeeded the Red Deer Grain Co., in April is covering the elvtr. with iron siding and putting 2 new bins over the driveway.

Wichita Falls, Tex.—J. A. Kemp, partner of Frank Kell in the Oklahoma City Mill & Elvtr. Co., is being boomed by his many friends in the grain and milling trade for governor of Texas.

Ralls, Tex.—The elvtr. of the Alliance Milling Co., of Denton, has been completed. In April it was reported that the elvtr. would be the property of the Whaley Mill & Elvtr. Co., of Gainsville, but this was untrue.

Waco, Tex.—Fire only destroyed our hay barn and corn shelling plant; loss \$15,000; insurance \$12,000. The blaze was probably due to a cigarette dropped by an employee who an hour before had hauled out a load of shucks. We are rebuilding corn shelling plant and will build fire proof hay storage a little later.—Clement Grain Co. (It was reported that the elvtr. burned but it did not do so.)

San Antonio, Tex.—The building and contents of the warehouse of the San Antonio Grain Co., valued at \$50,000, was destroyed by fire at 4:30 a. m., Aug. 22. The flames spread to the warehouse of the V. A. Webster Grain Co. which was damaged to the extent of \$10,000. It is said that an explosion preceded the fire. This was the second fire in the San Antonio Grain Co.'s warehouse in the last week. Damage of about \$5,000 was reported there Aug. 19, but the conflagration was extinguished in about 5 minutes after the arrival of the fire department's trucks.

## WASHINGTON

Colfax, Wash.—The Colfax Milling Co. has been disincorporated.—K. B.

Harrington, Wash.—I have been retained as mgr. for the Northern Grain & Warehouse Co. here.—J. P. Rosebaugh.

Sprague, Wash.—The Kerr Gifford Grain Co. has leased the warehouses of the Pacific Grain Co. here and at Keystone.

Wapato, Wash.—S. Palmquist is now mgr. for the E. W. Fry Co. here. The Fry company is successor to the Chas. Lilly Co.

Cunningham, Wash.—C. A. Smith, mgr. for the Pacific Grain Co. at Ritzville, has been transferred to the company's warehouse here, the one at Ritzville having been sold.

Stanwood, Wash.—We have equipped our plant with a bulk unloader and have built bins with a capacity of 3 carloads of grain. Will install a feed mixer soon.—Stanwood Grain Co.

Springdale, Wash.—The Springdale Grain & Creamery Co. has completed the foundations for its new warehouse which will be managed by W. W. Wedge, of the Deer Park Grain Co.

Prosser, Wash.—The Empire Grain Co. of this city is now in the hands of Attorney Geo. A. Beardsley who has been appointed receiver of the company. The company operated warehouses here and at Kennewick, Finley and Kiona. The plants were recently sold to the Neil Bros. Grain Co., of Spokane, but the liquid assets failed to meet the outstanding obligations, several thousand dollars remaining unpaid. A receivership was demanded by the Kerr-Gifford Company, represented by Grady & Shumate, of Yakima, who hold warehouse receipts for grain which it is alleged cannot be found.

Ritzville, Wash.—The O'Neil Grain Co. has leased the warehouse of the Pacific Grain Co. and will operate it in conjunction with its own warehouse under the management of W. J. Rose who has been its local mgr. here for some time.

## WISCONSIN

Potters, Wis.—Louis Carstens has bot the elvtr. of A. H. Voight.

Chippewa Falls, Wis.—E. J. Crane is building a 20x70 ft. addition to his elvtr.

El Dorado, Wis.—The El Dorado Shipping Ass'n has bot the plant known as the Eldorado Mills.

Embarrass, Wis.—The Embarrass Grain Co. has bot the elvtr. of the Peterson Produce Co. and is now in possession. John McClone is mgr.

Amery, Wis.—We are not in the grain business any more. Fred Route bot part of our business and Anderholm Bros., of Clear Lake, the balance.—Apple River Milling Co.

Sharon, Wis.—The Wisconsin Grain Co. has succeeded J. L. Chester & Co. of this city and H. P. Ratzlow & Co. of Shopiere. Mr. Ratzlow is pres., Mr. Chester vice-pres., A. C. Peters, sec'y and B. W. Lilley, treas. of the consolidated company.

Menomonie, Wis.—Wallace Mitchell, supt. of the Wisconsin Milling Co., for the last 10 years, died Sept. 2 at the age of 60. He had been a sufferer from heart trouble for some time but was ill only 2 days. He was well-known in Minneapolis where the interment took place. He is survived by his widow and two sons.

New Richmond, Wis.—John V. McNally, gen. mgr. for the New Richmond Roller Mills, disappeared Aug. 23, and no trace of him could be found. The finding of his automobile at the flume of the falls in the Apple River and the discovery of his cap near by, led many to believe that he had been drowned. The river was dragged and the body recovered. It is believed that death was accidental. He was 53 years old.

Grand Rapids, Wis.—The Grand Rapids Milling Co. and the Jackson Milling Co. have completed a merger of the 2 companies and will operate as the Jackson Milling Co. with offices in this city. The new company has a capital stock of \$150,000 and has plants here and at Stevens Point, New London, Amherst, Sparta, Tomah, Nelsonville and Nekeosa. Carl F. Hartel has been appointed gen. mgr. for the new company. He was formerly with the Jackson Milling Co.

## MILWAUKEE LETTER.

The membership of F. Vullmahn in the Chamber of Commerce has been posted for transfer.

Zahringer Malt Products Co. incorporated for \$20,000 by Geo. H. Zahringer, John B. Lange and C. H. Pfeiffer, treas.

The rate of interest on advances for the month of September has been fixed at 7½% by the directors of the Chamber of Commerce.

Edward and LeRoy LaBudde, formerly of the Franke-LaBudde Grain Co., have withdrawn from that firm and are now operating as the LaBudde Feed & Grain Co.

Jos. Stolze, member of the Chamber of Commerce for the last 29 years, died Aug. 19 at the age of 65. For many years he was gen. supt. of the Milwaukee Malting Co.

The Malt Products Exchange has been organized in this city for the protection of the business and the prevention of false representations. A man was recently arrested and convicted on charges of frauds in the misuse of labels of established concerns and this led to the organization of the malt men in this city. A. F. Dieman is pres., H. F. Drummond, vice-pres., Jerry W. Mason, sec'y and C. H. Pfeiffer, treas.

## WYOMING

Lingle, Wyo.—We have completed our elvtr. here. Ralph Rodin is mgr.—Wyoming Mill & Elvtr. Co., Cheyenne.

Cody, Wyo.—The elvtrs. at this station, Powell and Garland, operated last year by the Consolidated Mill & Elvtr. Co., now belong to us. All of them are under the supervision of E. J. McDermont, of Garland. L. Thurston is mgr. at Cody, A. L. Scott at Powell and R. L. Gillison at Garland.—Wyoming Mill & Elvtr. Co., Cheyenne.



## Chokes.

By CAL.

ARE there still a few shaft collars with exposed set screws grabbing for unwary victims?

THE CHEAPEST OIL can is one that will enable the operator to put the oil where it is needed.

DOES the elevator man continue to use an ordinary oil lantern when he goes into the pit or to other dusty places? Sometime his trip below may be one that will never end.

ROPE SHEAVES should have diameters not less than 36 times the diameter of the rope used; and if it is possible to do so, the size of the sheave should be increased to 40 times the diameter of the rope.

DOES there remain a country grain dealer who thinks it unnecessary to send his confirmation of a trade to the other firm concerned in each transaction? Verily, he doth remain. A host of him. But *why*?

ELECTRIC MOTORS need few things and it is easy to see that they get them. Proper installation, cleanliness and a little oil at the right time in the right place. These make a happy motor and a happier elevator man.

DULL KNIVES on the car mover may result in dulled fingers for the operator. And who but one with the experience to refresh his memory can know the shock one gets in the back of the neck when the mover slips?

EVERY NUT about a grain cleaner should be tested occasionally to give assurance that each is tight. The vibration inherent in a cleaner while in operation would do considerable damage in a short time if joints work loose.

A SMOKY EXHAUST means somebody asleep, and the gasoline engine getting too much fuel or too much oil. In either case it signifies waste and failure to get full power from the engine. Black smoke generally indicates too much gasoline, blue smoke too much oil.

VEGETATION around the elevator will soon be dead. Dead grass and weeds make a delightful playground for locomotive sparks and the fire they start may mean the end of the elevator. Some elbow grease applied at the end of a sharp shovel is the only known remedy.

A CAR LOADER that does the job mechanically is better—but if it is absolutely necessary to shovel grain back in cars a scoop which brings the work close to the body is preferable to the familiar type with a long handle. Dealers in elevator machinery have such a scoop.

THE ENGINE or motor that is constantly overloaded, or forced to labor at its full load limit wears out prematurely. There should be a reasonable margin of power rating to care for emergencies and to enable the machine to care for the full job without undue strain on its parts.

LOADING SPOUTS that have holes worn thru the lower side of the sections are more than objectionable. They leak; and the railroad company may refuse to pay claims if it can be shown that there was opportunity for part of the grain to go astray between the loading scale and the car.

THE BOOKKEEPING actually required in the country elevator is considerably less than some persons would have the dealer think. Certain information must be available, but a lot of data that is meaningless to all except the skilled accountant is not only useless but wasteful of the time and effort of the one who must compile it.

LET IT BE SAID AGAIN: Windows and other openings in the elevator, especially in the cupola, should be covered with heavy mesh wire to exclude locomotive sparks, sparrows, pigeons, and other wanderers. Ordinary screen wire is too light. Galvanized wire of quarter inch mesh is best.

FLEXIBLE COUPLINGS make possible the connection of machines direct to shafts of motors without absolute alignment of the driving and driven shafts. They are also applicable in connecting shafts where reasonable flexibility is desirable. Competent engineers can advise where and how to install them.

SCALE PLATFORMS should be examined occasionally to make certain the boards have not been worn enough to make them unsafe. Horses have broken thru platforms at several stations in past years, bringing claims for damages against the grain dealer. Let's make sure it won't be at our elevator.

SOME ELEVATOR man will see winter's footprints ere long. Can the engine be drained readily? Is calcium chloride mixed with the engine cooling water, and with the water in the fire barrels, so that it will not freeze? There is not one record to show that a fire was ever extinguished with pieces of ice.

If the operator knows the speed at which the various shafts and machines should run he will find a speed indicator useful to determine whether they are actually making the proper number of revolutions per minute. This knowledge will enable him to correct any defects that exist and thus to get better service from his plant.

OIL CUPS or pockets not constructed to exclude dirt have no place in the up-to-date plant. Oil pockets without covers are relics of the past, but where these are found the dirt falling into the pocket can be prevented from reaching the bearing if the pocket is packed with clean waste and this saturated with the oil. Change the waste frequently; and at each oiling pour on enough of the liquid to make certain it will filter thru the waste and onto the moving parts.

## New Rural Credit Scheme.

The federal government is steadily engaged in pumping money into irrigation schemes and nitrate production plants for the assistance of agriculture, has got the federal farm mortgage loan system into working order with privileged exemption of bonds from tax, is about to make effective the financial aid to experts under the War Finance Corporation as authorized by recent legislation, and still has a new scheme to help the farmers with money, known as the McFadden-Kenyon rural credit and multiple insurance bill, which is to come up for consideration in October.

The McFadden-Kenyon bill proposes to create two corporations, a rural credit society with a central bank, forty-eight branches, one for each state, and any number of community associations composed of farmers, and one multiple insurance league, both by separate federal charters.

It is notorious that the average tenant farmer is about the poorest credit risk known to the country banker. The insurance league of the McFadden-Kenyon bill is to cure the tenant's financial ills by providing insurance against his failure to pay up. For example, the tenant buys a cow, gives a mortgage on the cow and cow dies. He can not pay; but under the new scheme he would have the life of the cow insured and the lender would get his money back.

We already have live stock and hail insurance so it seems unreasonable to establish a new agency unless it is to be underwritten in some way at the expense of the taxpayers.

Why not cut off all the red tape and have

the society endorse the farmer's plain note? How would the insurance premium be determined, and would it not have to be usurious in order to protect the society from the certainly large number of losses?

## Concrete Elevator Struck by Lightning.

That an elevator built of reinforced concrete is not immune from damage by lightning was demonstrated during the latter part of August when the Farmers elevator at Bunceton, Mo. was struck. This is the first recorded instance of a reinforced concrete elevator being struck by lightning.

The elevator is of the rectangular type, 30 by 30 ft. and 110 ft. high. It has a flat roof with ornamentation composed of cement blocks, set on end to give the house the appearance of a castle of olden times.

The walls are of solid concrete with steel reinforcing, and the roof of the same material. The cement block ornamentation is not reinforced. V. E. Butler, director of the Grain Dealers Fire Ins. Co., who investigated the case, found that the job as a whole is of rough finish because of coarse material having been used in making the concrete. To give a finished appearance, a covering coat of hydrated lime was used to fill openings and prevent water leakage.

At the time the building was struck a storm was approaching, but it was several miles distant, according to witnesses who were in the building at the time. The lightning bolt came from a clear sky before rain had fallen and when the outside walls were perfectly dry. Those present say the building was thoroughly charged with electricity, both inside and out, but no one felt any effect except that incident to the blinding flash when the bolt struck. No fuses were blown, nor was there damage to either of the two motors.

The lightning struck the northwest corner of the house, taking out one of the ornamental blocks and a quantity of concrete about the size of the crown of a hat. No damage was immediately apparent, but when the storm broke in full force and rain began to fall it was found that the walls of the elevator were leaking. Investigation showed the water to be gaining entrance at the top of the perpendicular wall, just below the roof. No cracks could be seen, neither inside or outside.

It was evident that in laying the roof upon the bin wall the last construction joint was not perfect. This was indicated by the inside appearance of the bin wall. Previous rains had not disclosed the defect, because of the lime coating, but the jar of the lightning bolt had caused the lime covering to break at this joint which was the weak point in the construction of the building and undoubtedly caused the leakage. Examination of the building was made three days after the rain. The inside walls were damp and at points where the cupola joins the side walls wet spots were found. Leakage could be traced to the faulty joint.

"From this experience it has been proven that lightning will strike construction of concrete; but this does not demonstrate that such construction is immune from damage because of the fact that at the point of contact there was no reinforcing over which the force of the electric charge could be carried through the wall of the entire building.

"From the evidence of witnesses as to the action of the electric charge I am convinced that had the bolt struck the building during the rain there would have been nothing noticeable as the wet walls would have furnished a perfect ground."

CONTRACTS invalidated by subsequent construction of statutes will have an appeal to the Supreme Court of the United States under a bill introduced in the U. S. Senate by Senator Cummins of Iowa as S. 1831, amending section 237 of the judicial code.



## Marketing Plan, Terminal Markets and The Consumer.

How much wheat would be grown in the state of Kansas if there were no means of putting that wheat on the tables of the world economically? Very little, of course. Iowa corn for the mules in the cotton fields of Alabama, North Dakota wheat in the form of bread in Paris, the products of our Great West made available to all peoples in the form of nourishing foods—all these would not be except for the distributing and marketing agencies we have built up. Indeed, it is not beside the point to say there would be no Kansas, no Iowa, no Dakotas. The greater portion of the United States has emerged from the unknown only because distribution has made it possible for us to grow the things our soil was capable of producing at a lower cost than others. Without the machinery of marketing, buffalos and Indians would still be living along the Platte River.

Thinking men recognize these things. They know we exist today as the strongest nation not alone because of the volume of potential wealth of our natural resources, but more because of the initiative and energy and ability of numerous men and women who have turned that potential wealth into money and the things that money has bought. Other areas, similar in extent to our land, have the natural resources. Mexico and Russia have them but Mexico and Russia have not our wealth and strength. Today we are feeding both of them.

The terminal grain markets, with their facilities provided at the cost of vast amounts of money, form one of the important links in the machinery for distributing grain and grain products. Those markets furnish a meeting place for buyers and sellers, where trades can be consummated under fair and uniform rules with full knowledge of world conditions of supply and demand. A market is kept open every business day in the year. Farm products alone have enjoyed the privilege of markets always available and removed from the control of either buyer or seller.

Without these markets the grain production of this country could never have progressed to the point where we can speak of crops in the hundreds of millions of bushels because without ample distributing machinery farmers would have been forced to content themselves with the production of quantities sufficient to satisfy the demand of their individual communities. We could never have reached the tables of the world.

Of late, however, there has sprung up a thing designed to scrap our marketing machinery. It is called the Grain Marketing Plan of the Com'te of 17. It professes to be a thing conceived for the farmer's benefit. Specious arguments are advanced to enlist the farmer's support. Tremendous efforts are being put forth by the agitators who conceived it to induce farmers to adopt it.

THE SUCCESS OF THE DREAMS of these agitators would mean that the U. S. Grain Growers, Inc., and its subsidiaries, would handle all the grain of the country. This would leave nothing for the present marketing machinery to do, and the competitive system we have would soon expire. The commission merchants, the receiver, and all the dealers, handlers and operators in terminal markets would be forced out of existence. The same fate would befall the terminal markets themselves.

According to the prospectus of the U. S. G. G., it purposes to go into the terminal handling of grain gradually. At first it would handle only part of the grain of the country, permitting the other dealers to have a crumb here and a crust there in order that they may not die so quickly, but the size of the crumb would be constantly diminished. It seems to be the idea to keep the terminal market man alive a while before dispensing with him entirely. Nothing in the booklets of the U. S. G. G. explains whether this is to prolong the

dealers' suffering into a form of torture or whether the sponsors of the plan realize they are certain to fail and want the real grain dealers around to handle the grain when they have played with it long enough and are ready to quit.

This is the effect of the operation of the U. S. Grain Growers' plan on the terminal market and the terminal market dealer. If the country repudiates the plan the terminal markets will go on functioning and the terminal market dealer will continue to serve producers and consumers in the efficient manner that has long made possible the handling of grain at a margin of cost which because of its lowness causes all sensible students to marvel.

THE CONSUMER: Something of the effect of the operation of the plan on the farmer, the co-operative elevator company, and the terminal market dealer has been shown. Now there remains one other group to consider, namely, the consumers—the group which includes all persons.

How, then, will it affect the consumer?

There is but little need to ask the question and there can be but one answer. It will affect the consumer adversely; and that answer holds good whatever may be the plan's effect on others. If the farmer gets more for his grain the consumer will pay more for his supplies of grain products. If the farmer gets no more than under the competitive system we have now the consumer will still be harmed because of the lack of efficient distribution that would accompany the new scheme.

If the consumers of the country were organized they would long ago have put their foot down very firmly on the plan. They would recognize it for what it is, a scheme of theorizing demagogues to weld producers into a force than can override everything and everybody standing in its way. The voice of consumers would then be positive in its "No!"

But consumers are not organized and there are no agencies courageous enough and far seeing enough to take up the task.

The only merit the plan can have is to obtain for farmers a higher price for their grain. Obviously this higher price cannot be obtained unless the price the consumer pays is increased or the cost of handling is decreased. Since the cost of handling, or the payment for the service of persons engaged in distribution, is lower in the handling of grain than in the case of any other commodity, there would seem to be very little opportunity for decreasing it. The cost under the present system of marketing is determined by conditions of the keenest competition and it is admittedly true that competition makes for narrower profits than monopoly or lack of competition. The complete operation of the plan, surrounded as it would be by a condition bordering upon a state of monopoly, could only increase handling costs and not diminish them. The consumer, therefore, would have to pay more for his supplies because of this increase in the cost of bringing them from the place where they were produced to the place where he wants them.

The U. S. G. G. professes to have no intention of attempting control over price; but that is evidently a statement that can have more than one meaning. If it does not control price it can never have hope of success. The only possibility of success for the plan lies in its control of such a great portion of the grain of the country that it can dictate any price it chooses. And, since it will be a seller it is only sensible to expect that it would hold up the price. That is what it was created to do—get the farmer more for his grain.

The natural tenacity of the seller in holding out for all he can get for the thing he has to sell will be one tendency affecting the consumer. Coupled with it will be the inefficiency that would be certain to accompany the operation of this or any other non-competitive plan. The two surely would increase the amount exacted from the consumer for his bread and grain products. And it would be largely with-

out benefit to the producer, who would realize no more for his commodities because inefficiency again would intervene to waste the excess.

Looking at it from any angle, the scheme proposed by the plan holds no promise of good for any whom it touches—except its originators. Moreover, let no one think he is not touched by it, for if he is not a farmer, a co-operative elevator stockholder or manager or a grain dealer in a terminal market he is a consumer. Every one of us is a consumer and every one of us would be harmed by the operation of this chimerical plan.

For the good of all the best thing that can happen is that it be forgotten. It is worthless. If we dispose of it now we will avoid real difficulties later.

BEFORE THE WAR Russia furnished nearly one-half the wheat imports of western Europe. The great loss of wheat from this source has been largely made up by increased production in the Western hemisphere and Australia. The unprecedented takings of wheat during the last three months indicate that Europe is purchasing its supply earlier than usual.—Foodstuffs Division, Dept. of Commerce.

WITH the uncertainty of foreign exchange and the value of the Reichmark, I doubt very much whether there is any combination strong enough in any particular part of Germany to take care of all grain imports at the present time. The selling and buying is mostly done by German merchants who finance through Holland or London where they are able to obtain credit which they cannot get here.—Keusch Grain Co., by Otto Keusch.

## A New Elevator Brush or Broom.

A brush that is claimed to be much superior to the ordinary corn broom for sweeping purposes in the grain elevator has recently been placed on the market by the Flour City Brush Co. As shown by the illustration herewith, it is of the push type, with fibre flared at the ends to enable the operator to sweep the more easily along walls and in corners. This feature is especially useful in getting the grain out of pockets at the sides of cars where there is a space between the floor, the outer sheathing and the lower board of the lining.

The hardwood block into which the bristles are set is 14 in. long, while the flare of the fibre gives the brush an 18-in. sweep. In the middle of the brush a row of stiff fibre is inserted to prevent the more flexible outer bristles from bending under a heavy load.

This brush has been designed especially for use in grain elevators and a record made at the Superior, Wis., elevator of the Cargill Grain Co. recently showed that 950 cars were swept with 4 of the brushes. The superintendent of a Port Arthur elevator gave it as his experience that one dozen of the brushes will last longer and do more and better work than four dozen corn brooms.



New Elevator Brush.



## Supply Trade

Other things being equal, the man who advertises gets the business.

Kansas City, Mo.—The local plant of the Chase Bag Co. was recently damaged by fire.

Washington, D. C.—The Canadian postal administration has informed the U. S. Post Office Department that advertising matter sent in the mails from the U. S. to Canada, on which the customs duty has not been prepaid by means of customs-duty stamps, will be subject to a sales tax of 4% of the customs-duty paid value, which tax is payable at the customs port of entry in Canada.

Denver, Colo.—The executive com'tee of the National Ass'n of Purchasing Agents recently closed a two-day executive session at Denver with a resolution advocating centralization of city, county, state and federal purchasing. W. L. Chandler, pres. of the ass'n, states that a universal application of centralized governmental purchasing would result in saving the taxpayers of the nation a billion dollars or more each year. The annual meeting and convention will be held in the Claypool Hotel at Indianapolis, Oct. 10 to 13 and it is expected that 2,000 delegates will be present, representing all of the ass'ns.

Chicago, Ill.—Contracts between the employing printers operating unionized shops and the printing-trades unions in Chicago, New York, Cincinnati and Indianapolis will expire Sept. 1 and Oct. 1. Although in these cities there are numerous large printing establishments operating on the American plan or as "open shops" with schedules of 48 hours or more, nevertheless the union shops under the agreements now in force submitted to the slack work week on May 1. However, the expiration of the contracts will leave the closed-shop employers free to return to the economically sound work week of 48 or 50 hours, and there is little doubt but that every successful concern will do that very thing. In fact it is confidently expected that a majority will take this opportunity to get rid of labor union dictation once and for all by instituting the Independent American Shop.

CYANID GAS and its effect on foodstuffs when the gas has been used for disinfecting purposes has been studied recently and then explained in the U. S. Public Health reports. Bread and milk were exposed to the gas under bell jars for periods ranging from 2 to 22 hours. After the exposure the milk and bread were fed to mice. Where the amounts of gas were excessive the mice died when the food was eaten immediately after the removal of the bell jar. When the food was allowed to stand for some time no ill effects were noted. The investigators says these experiments tend to prove that the possibility of poisoning occurring from the use of the gas as a disinfectant is very slight.

## Landis' Decision Clears Up Building Trades.

Judge K. M. Landis, the umpire chosen by the contractors and the labor unions made a sweeping decision Sept. 7 at Chicago directing the wiping out of all the restrictions that made for waste in the building industry.

Wages were reduced 10 to 36%, but under the reduced rate the workers will earn more money in a year, because their continuous employment will be uninterrupted by jurisdictional strikes. Under the old scale nearly all the trades were paid \$1.25 per hour. Under the new scale the wage is per hour for tile-layers, \$1.12½; hoisting engineers and electricians, \$1.10; structural ironworkers, \$1.05; bricklayers, lathers, slate and tile roofers, \$1.00; gasfitters and plumbers, 95 cents. To carpenters the rate will be 95 cents if they abolish their restrictions.

"It is further expressly agreed and stipulated that there shall be no restriction as to the amount of work a man may do, nor against the use of machinery, methods, or appliances, nor against any raw or manufactured material except prison made. Employers may employ or discharge whomsoever of the union they please, and employees may work for whomsoever they see fit, and the foreman, if any, is to be exclusively the agent of the employer."

The rates set by Judge Landis may be taken as a maximum. In the country wages are lower and men for construction may be employed on grain elevator work at an even greater reduction. For example, during the Chicago strike, carpenters who were demanding \$1.25 in the city went out into the next county west, each day, and worked for 87½ cents an hour.

## Building Materials Are Cheaper.

From the peak of high prices in 1920 building material prices have been greatly reduced. No further decrease in costs can be expected until freight, labor and coal come down. Coal now stands at 231 per cent of 1913 prices, while lumber stands at 161 and brick at 218, according to the Harvard University Com'tee on Economic Research.

Prices on Sept. 3, compared with Sept. 4, a year ago, according to the American Contractor, were \$2.17 against \$2.35 per barrel for Portland cement at Chicago; \$12, against \$16 per 1,000 for common brick at Chicago; \$1.75 against \$2.80 for sand per cubic yard; \$1.75, against \$2.75 for crushed stone and gravel; \$2.35, against \$4.50 for rivets, per 100 lbs., f. o. b. mill Pittsburgh; \$2.50, against \$3.50 for plain wire; \$2.75, against \$4.75 for wire nails; \$24, against \$83 for southern pine flooring, 8 to 20 ft. long, 1x6, No. 1 common; \$23, against \$38.75 for dimension lumber, 2x4, 10 to 16 ft. long, smooth one side and edge, No. 1

common; \$19, against \$24 for structural timbers, 3x10 to 10x10, 10 to 20 ft. long, f. o. b. mill.

The freight rate, however, is higher, from the mill to Chicago, being \$10.50 per 1,000 ft. on flooring, against \$7.75; \$12 on dimension stuff, against \$8.75, and \$17.50, against \$12 on structural timbers, by the carload.

Considering the price of southern pine flooring, \$24, it will be seen that this is so great a reduction from the price of \$83 per thousand a year ago, no considerable decrease can be expected in the immediate future. Excessive taxation and high freight rates will prevent any permanent approach to the low levels of pre-war times. Those who contemplate building should no longer postpone their plans in the hope of lower prices.

## Improved Bin Bottom and Gate.

The grain elevator operator knows that the satisfactory operation of the plant over which he presides depends upon the proper functioning of every part, even tho some of those parts may be hidden and apparently insignificant. He can give testimony that bin gates have a measurable influence on the efficiency of his work; and that bin gates that stick, become clogged, break or otherwise fail in their purpose are sources of much annoyance.

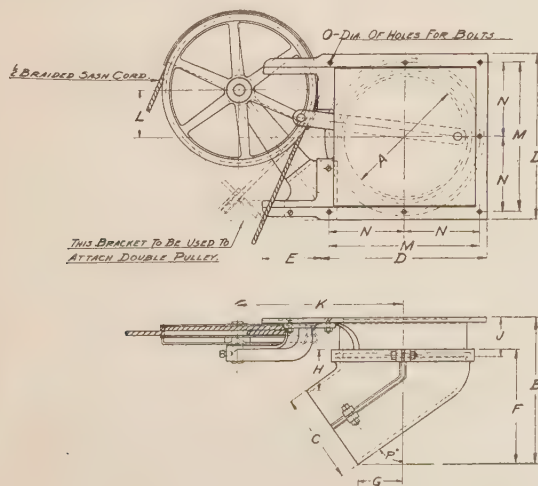
Particularly in bins of large capacity, where rapid discharge is wanted, and where some of the bins are located at some distance from the logical point of control, the need is felt for a bin bottom and gate that solves the problems more satisfactory than the simple types that proved sufficient in the earlier days of grain handling.

To meet the need for an improved type of bin bottom and gate, the one shown in the engravings reproduced herewith has been designed. It is known as the Munn Type and is manufactured by the Weller Mfg. Co.

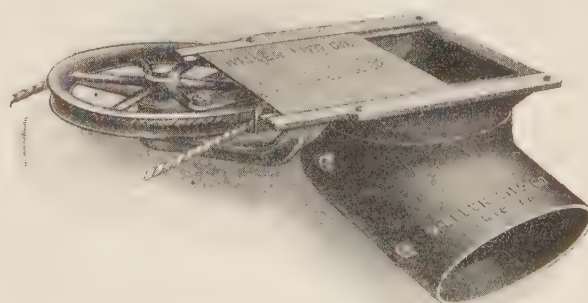
It will be seen by examination of the illustrations that the slide is fitted between guides formed in the cast iron bin bottom. A bracket extends at one side to support a sheave. A lever or arm runs from the outer rim of the sheave to a point on the slide, and is attached at each end by a bolt around which the arm can turn. Movement of the sheave causes the lever to act on the slide, pulling it out or pushing it in according to the direction in which the sheave is turned.

The power to operate the sheave may be applied thru ropes running to any convenient central station, so that several gates can be controlled from one point.

In addition to the gate, the bin bottom includes a turn head that permits of turning the discharge spout to connect with certain pre-arranged spouts or other agencies to conduct the grain to desired points. The device is made in a range of sizes, the standard dimensions of the bin valve being 9, 12, 14 and 16 inches.



Improved Bin Bottom and Gate; Plan of Its Construction.





## Feedstuffs

ERICK, OKLA., Aug. 29.—Feed crops good but need rain.—G. E. Harris.

BLUE MOUNT, KAN.—A. J. Allison has bought the feed business of S. Ballyeat.

OSWEGO, N. Y.—The Oswego Milling Co. will probably begin operations Sept. 15.

PITTSBURGH, KAN.—H. L. Beasley has bought the feed business of P. J. Atkins.

LAMPASAS, TEX.—The Lampasas Cotton Oil Mill was recently damaged \$10,000 by fire.

GREENVILLE, MICH.—The elvtr. of the R. T. Tower Milling Co. was recently damaged \$10,000 by fire.

SALT LAKE CITY, UTAH.—The Valley Feeding Co. has been incorporated with a capital stock of \$50,000.

CEGAR RAPIDS, IA.—Penick & Ford, Ltd., Inc., have moved their sales offices from Chicago to this city.

BELLAIRE, O.—The plant of the Ohio Feed & Supply Co. recently damaged \$25,000 by fire will probably be rebuilt.

KANSAS CITY, MO.—The Missouri River Alfalfa Milling Co. has been incorporated with a capital stock of \$5,000.

CARLETON PLACE, ONT.—The buildings of the Hawthorne Milling Co. were burned recently. Loss is estimated at \$60,000.

OSSIAN, IND.—We have built a new hay barn and warehouse to take the place of the ones destroyed by fire.—Melching Grain Co.

MINNEAPOLIS, MINN.—The International Sugar Feed Co. will move into new offices in the Corn Exchange Building sometime in October.

CLINTON, IA.—The Superior Molasses Feed Co. has assigned its entire property to J. J. Bormann of Lyons, Ia., for the benefit of creditors.

GROVELAND, N. Y.—Ewart & Lake, Inc., has been incorporated with a capital stock of \$100,000 and will engage in the feed and flour milling business.

GALESBURG, ILL.—The Consumers Fuel & Feed Co.'s plant burned Aug. 30 when fire spread from the burning elevator of the Farmers Elevator Co.

A METHOD to rapidly determine the salt or sodium chloride content of feeds has been devised by G. S. Fraps and S. Lomanitz of the Texas Experiment Station.

PITTSBURGH, PA.—D. V. Heck, for some time with Hardman & Heck, is now associated with W. F. Heck & Co., who conduct a wholesale feed, hay and grain business.

WILSON, ARK.—The Wilson Coal & Ice Co. is now erecting a building in which it will manufacture kiln dried grits. When completed it will use 300 bus. of corn a day.

JACKSONVILLE, FLA.—The Vincent McGan Co., Inc., which has been manufacturing and supplying feed to various points in the south is also conducting a large bulk grain business.

### Receipts and Shipments of Feeds.

Receipts and shipments of feeds at the various markets during August compared with August, 1920, were as follows:

	Receipts		Shipments	
	1921	1920	1921	1920
Baltimore, tons	1,219	1,883	.....	.....
Cincinnati, tons	1,260	1,140	.....	.....
Chicago, lbs.	23,723,000	35,371,000	78,917,000	114,912,000
Kansas City, tons	6,600	6,380	19,840	11,620
Los Angeles, cars	111	78	.....	.....
Milwaukee, tons	7,330	4,000	25,241	27,077
New York, tons	220	.....	66	.....
Peoria, tons	3,440	9,740	13,900	17,365
San Francisco, tons	221	89	.....	.....
St. Louis, sacks	175,910	135,900	224,700	156,670

NEW ULM, MINN.—E. J. O'Shaughnessey, formerly with the Century Milling Co. of Minneapolis, is the new manager of the feed department of the Eagle Roller Mill of this city.

EASTHAMPTON, MASS.—Prentiss Brooks & Co. have consolidated their business with that of J. A. Sturgess & Co. and the business will be continued under the name of J. A. Sturgess & Co.

CHICAGO, ILL.—S. P. Davis, a large handler of cottonseed products at Little Rock, Ark., has opened an additional office in the Webster Building, Chicago, which will be in charge of S. P. Davis, Jr.

DAYTON, O.—The Powers Holbert Feed Co. has been incorporated with a capital stock of \$50,000 by Frank R. Powers, Frank A. Holbert, James K. Gebbart, Edwin J. Leon and Henry H. Hollencamp.

OKLAHOMA CITY, OKLA.—The Oklahoma Alfalfa Growers Ass'n has been incorporated with a capital stock of \$100,000 by Charles Wall of Kingfisher, Okla., L. A. Chambers of El Reno, and others.

YORK, PA.—John W. Eshelman & Sons, in the feed business here and at Lancaster, Pa., have expanded, taking over the Lancaster Mill & Elevator Co. at Lancaster and the business of Anderson Bros. & Co. at York.

ST. JOSEPH, MO.—The Grain Belt Mills in an I. C. C. complaint No. 13004 says that the rates published Aug. 26, 1920, covering alfalfa meal moving from points in Colorado to St. Joseph were unjust. Asks for reparation.

YORK, PA.—John W. Eshelman & Son, in a complaint filed with the Interstate Commerce Commission, protest against the ingredient rules regarding mixed feeds shipped from York, Pa., to points on the Arkansas Central.

CHICAGO, ILL.—The Massis Cereal Milling Co. has been incorporated with a capital stock of \$30,000 by M. P. Palcolian, D. H. Danielian and others. The company will mill and distribute cereals, flour and other grain products.

SHREVEPORT, LA.—Clarence Ricou, for several years a feed and grain broker here and Edmund McKenna of Tyler, Tex., have formed a partnership and will engage in the wholesale feed, grain and merchandise business in this city.

CHICAGO, ILL.—During the coming convention of the G. D. N. A. the feed dealer-members will hold a separate group meeting to discuss and prepare rules to govern the trading in feed. The rules will then be presented to the convention.

BUFFALO, N. Y.—The Eastern Federation of Feed Merchants has thru its sec'y, Frank C. Jones, emphatically denied the allegations of the Consolidated Feed Merchants' Ass'n about heavy back dues, a large deficit and the railroading of ass'n resolutions.

LACK of the customary summer demand this year and the absence of the usual sales for future shipment indicate that the country trade as a whole has not anticipated its requirements in mill feed for the coming fall and winter.—Baltimore Price Current.

FIVE POINTS, O.—The Champion Feed Mills long under the management of Ernest Dethloff will hereafter be in charge of his son, Lester O. Dethloff, and Ralph E. Burton. Mr. Ernest Dethloff has been compelled to retire on account of ill health and plans now on taking an extended rest.

CINCINNATI, O.—Our company is being reorganized with E. C. Eikenberry, a former pres. of the Grain Dealers' National Ass'n as pres. He will be actively engaged in the business. We have been incorporated under the new name of the Nutritia Products Co. and will take over the business and be in full swing very soon.—The Nutritia Co.

CHICAGO, ILL.—The United States Feed Jobbers' Ass'n is planning to hold its annual convention in Chicago on Oct. 6 and 7 immediately following the meetings of the Grain Dealers' National. Last year the convention was held at Chicago immediately following the G. D. N. A. meeting at Minneapolis and many of the grain men stayed over.

THE FEEDING of commercial feeds, ground grains and hay in many parts of central and southern Wisconsin is on the decrease on account of the tendency of the farmers to sell their corn. They say the stock likes the sil corn better than the dry feed and that sil filling distributes the work with corn more than does cutting and husking.

YORK, PA.—J. W. Eshelman & Sons have complained to the Interstate Commerce Commission that rates on cottonseed meal from the southeast to York and the rates on feed prepared therefrom, from York to New England were unreasonable because they exceeded the thru rates on cottonseed meal. The Commission ordered the establishment of a just thru rate.—I. C. C. 12366.

BUFFALO, N. Y.—The Burns Feed Corporation discontinued business on Sept. 1. Ned D. Callahan, formerly vice-pres. of the company, and William J. Callahan have announced the formation of a co-partnership to operate a general feed merchandising, commission and brokerage business to be known as Callahan Bros. Offices have been established in the Buffalo Chamber of Commerce.

HOT BRAN is causing many complaints among the feed trade. In a recent warning R. T. Beatty, sec'y, U. S. Feed Distributors' Ass'n, said of brand shipments: Some mill persist in shipping bran that contains too much moisture and are using sacks that are altogether too small. Bags are cheap now and the saving in yardage effected by the use of small bags is more than offset by the heating and spoiling of shipments.

TEMPLE, TEX.—The conviction of H. W. Meisner for manufacturing and selling a concentrated feeding stuff without the label containing certain information on the sacks has been reversed by the Court of Criminal Appeals of Texas. Under the law there is a difference between commercial feedingstuff and concentrated commercial feedingstuff. Meisner had sold 20 bags of ordinary cottonseed meal and the allegation was that the label misrepresented the contents. The court said that Vernon's Ann. Pen. Code 1916, art. 731 denouncing the sale of concentrated commercial feeding stuff as defined in article 731 without a statement as to the weight, nature of contents, etc., attached to the lot or parcel, as required by article 730, and without the tag required by article 734, was inapplicable to the sale of a sack containing cottonseed meal, such cotton seed meal being a concentrated feed stuff in view of article 732, defining it as such, and not a concentrated commercial feeding stuff, in view of the statutes differentiating between the two.

### Exports of Feedstuffs.

July exports of feedstuffs, compared with July, 1920, and for the seven months ending July, were reported as follows by the Bureau of Foreign and Domestic Commerce:

	July		7 months ending July	
	1921	1920	1921	1920
Bran and middlings, tons.	379	250	3,972	2,112
Cocunut cake, tons..	2,000	.....	171,685	224,317
Corn oil cake, lbs. ....	907,500	.....	2,614,040	42,500
Cottonseed cake, lbs....	32,120,893	2,300	201,539,762	123,452,400
Cottonseed meal, lbs....	6,750,200	700,185	79,276,092	4,539,980
Linseed meal, lbs. ....	2,119,193	969,200	14,413,732	7,417,863
Linseed cake, lbs. ....	47,657,666	8,102,916	311,592,205	122,244,444
Millfeed, tons	1,231	488	6,364	5,697



MILWAUKEE, WIS.—E. F. Morris, for several years in charge of the feed department of the Armour Grain Co. at Chicago will in the future have charge of the feed department of the Smith Milling Co.

MINNEAPOLIS, MINN.—W. A. Ramsey, pres. of the Minnesota Linseed Co., passed away at his home on Sept. 4 at the age of 66. Mr. Ramsey has been a resident of Minneapolis for 60 years and has been connected with the company of which he is president since he was a boy. He is survived by Mrs. Ramsey.

VELVET BEAN MEAL should move at the same rate as cottonseed meal is the finding of the Interstate Commerce Commission in *Monarch Mills vs. Central of Georgia*. The complainant protested against the higher rates in effect on the bean meal since and during federal control. Examiner Seal recommended reparation.—I. C. C. 12133.

## Uniform Cost Systems Not Illegal.

An informal statement given recently by Nelson B. Gaskill, acting chairman of the Federal Trade Com'n, gives it as his personal opinion that the adoption of uniform methods of cost accounting by trade ass'ns is only illegal when the results obtained are used for ulterior purposes. If no attempt is made to find averages which all members of an ass'n shall apply to their own business, or if the results are not made the basis for price fixing, it is Mr. Gaskill's opinion there can be no legal objection to uniform methods.

A study of costs by many persons engaged in a trade or business can be made of great assistance to the dealers themselves and to the public at large. When such a study is conducted with the idea of learning how to carry on a line of business activity more efficiently and more cheaply it marks a distinct step of progress and the elimination of waste and guess work. It is difficult, also, to understand just what value there could be to the individual dealer in obtaining the average of other dealer's costs. Certainly in the business of handling grain an average cost would be of little service because individual costs are governed solely by circumstances peculiar to each business.

The cost of handling a bushel of grain is all important to the grain dealer, but in each case it is affected to a very great extent by the quantity handled. It is for this reason that there can never be an effective conspiracy to apply an average figure, even if a group of dealers could be found who would enter an agreement to do so.

## Adulteration and Misbranding.

Under the Food and Drugs Act the following judgments were recently rendered in the United States District courts for the Bureau of Chemistry:

The Newport Mill Co., Loudon, Tenn., shipped shorts into Alabama that were labeled "protein 13.50%, fat 4%, fiber 8% and composed of wheat bran, wheat shorts, wheat screenings, corn bran, corn screenings." Examination showed the presence 9.5% protein, 2.63% fat and 10.25% fiber, also rice hulls, bran tissues, a small amount of ground weed seeds and starch from both wheat and corn. Fined \$100.

The Washington Cotton Oil Co., Dallas, Tex., labeled cottonseed meal "100 lbs." Packages contained less than 100 lbs. It was alleged that the packages were not plainly marked. Fined \$100.

Swift & Co., Cleveland, O., labeled tankage "crude protein 60%." Analysis showed 55% protein. On a plea of nolo contendere to the information the court imposed a fine of \$100.

FLOODS IN CHINA the latter part of August are reported to have severely damaged the growing rice, millet and bean crops.

## Kansas Wheat Pool Organizing.

The Kansas Wheat Growers Ass'n has applied for a charter, to dispose of 7,000,000 bus. of wheat in a five-year pool, with W. F. McMichael of Cunningham pres. and H. E. Wiley of South Haven, vice pres.

The com'te on elevators is composed of H. E. Wiley, chairman, S. A. Renner, Carl Brown, C. J. Cox and R. E. Davis.

## Minnesota Bars Farmers' Finance Corporation.

Following closely upon the refusal of the Securities Com'n of Indiana to permit the Farmers' Finance Corporation to sell its stock in that state, the corresponding body in Minnesota has issued a similar refusal.

Permission had been sought to sell \$750,000 of the corporation's preferred stock in Minnesota, and in an order issued recently this right is denied. The Minnesota Securities Com'n declared the "offer and sale misleading and deceptive."

The Farmers' Finance Corporation is a subsidiary of the U. S. Grain Growers, Inc.

In applying for permission to sell the stock in Minnesota, the corporation reported it had issued 21 shares of common stock of no par value to the U. S. Grain Growers, Inc., and also had issued 127 shares of the preferred stock for \$13,900 cash.

The order issued by the Com'n states:

The applying company is a subsidiary of the U. S. Grain Growers, Inc., both organizations being the outgrowth of a movement which purported to be a co-operative movement among grain growers.

The present organization is a closed corporation with unusually broad powers and control vested entirely in 21 shares of no par value stock, and which organization denies to the purchaser of stock all of the rights and privileges usually incident to the holders of stock in a co-operative organization.

## Russian Famine Difficult to Relieve.

Russia suffered from famine under the old regime, even when the land had more than sufficient grain to feed all the people, and doubtless there will be other famines in the future when the light soils of the Volga region and the Steppes are scorched by heat and impoverished by drought. In the present instance the Bolshevik system has made matters much worse than they otherwise would have been.

It is asserted that even now the country has enough grain to feed the people, but it cannot be transported, and if such be the case how can foreign grain and other foodstuffs be taken to famishing multitudes, supposing, of course, that other nations undertake to furnish supplies. We have to note, however, that the idea of help from Great Powers appears to be gaining ground, the reasons put forward being those of humanity and self-interest. It is dreadful to think of millions perishing without any attempt being made to help them, and if cholera and typhus become generally established in Russia, it is hardly likely they will be confined to that country. A million tons of foodstuffs are mentioned as the minimum quantity required, but how and where this quantity will be obtained, and how it will be distributed are matters that will surely call for much anxious consideration and careful organization. It will be a very difficult task, but certainly not outside the range of practicability if the direction and execution are entrusted to the right men.—Broomhall.

BUSINESS FAILURES in August are reported by Bradstreet's to have numbered 1,629, against 617 a year ago and 444 in August, 1919. The liabilities were \$47,893,000; \$28,162,000, and \$6,125,000, respectively. For the week ending Sept. 3, however, failures decreased compared with the preceding week.

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## Supreme Court Decisions

**Warranty of Meal.**—Where meal was sold, the only implied warranty on the part of the seller was that it was of value for the purposes for which it was ordinarily used, without reference to a particular market.—*Simmons v. Roanoke City Mills*, Supreme Court of South Carolina, 107 S. E. 903.

**No Demurrage until Delivery at Siding.**—Though it was the custom of carriers to tender delivery of cars consigned to Norfolk at Port Norfolk, yet where a B/L called for a delivery at a particular siding in Norfolk, the custom cannot modify the written contract of the parties, and until delivery is made at such siding demurrage cannot be charged.—*North Shore Imp. Co. v. N. Y., P. & N. R. Co.* Supreme Court of Appeals of Virginia, 108 S. E. 110.

**Offer and Acceptance.**—When a proposition to sell goods is made by letter, an unconditional acceptance by a written reply takes effect from the time when the communication containing the acceptance is sent, and from that time on the proposition so accepted is binding. See *Phinizy v. Bush*, 129 Ga. 479 (4), 59 S. E. 259, and cases cited. Civ. Code 1910, §§ 4230, 4231.—*Mather Bros. Co. v. Mt. Airy Mantel & Table Co.* Court of Appeals of Georgia, 107 S. E. 901.

**Inspection on Sale by Sample.**—On sale of cow peas by sample f. o. b. St. Louis, the carrier by which the goods were sent was the seller's agent, and, where the carrier did not allow inspection, the B/L being made out to the seller himself and sent to a bank with draft attached, so that there could be no delivery until the draft was paid, there was no delivery, and defendants had the right to rescind.—*Fore v. Plant Seed Co.* St. Louis Court of Appeals, Missouri, 232 S. W. 169.

**Measure of Damages on Resale.**—Where one ordering goods without just cause refused to accept them, the vendor, after reasonable notice to the vendee, might sell the goods to best advantage at auction or at private sale, and hold the vendee for the difference in price, under Civ. Code, arts. 2555 and 2565, and it was immaterial that the vendor ordered the goods sold for its credit instead of for the account of the vendee. A seller who resold the goods upon the buyer's refusal to accept them, after notice to the buyer, was not entitled to recover damages for the buyer's breach of contract other than the loss on the resale.—*H. T. Cottam & Co. v. Moises*, Supreme Court of Louisiana, 88 South 916.

**Oral Contract Made Good by Acceptance of Part of Goods.**—Where 998 bushels of wheat were stored in an elevator under an agreement that it should be sold to the owner of the elevator at a price and date to be fixed in future by the owner of the wheat, and a parol contract was afterwards made by the owner with the company owning the elevator whereby he sold to it 5,000 bushels of wheat of which 998 bushels already delivered formed a part, the acceptance of the delivered wheat by the buyer and the surrender and relinquishment by the seller of all direction and control over it constitute such an acceptance of part of the goods sold as to satisfy the provisions of the statute of frauds.—*Kenesaw Mill & Elevator Co. v. Aufdenkamp*, Supreme Court of Nebraska, 183 N. W. 294.

**Evidence of Market Value.**—Where four witnesses testified as to the market price of hay on a specified date, the appellate court cannot say that there was no evidence to support a verdict fixing a valuation as of that date. Where testimony was given as to the market value of hay ranging from \$15 to \$26 per ton, there was sufficient evidence to support a verdict for the plaintiff on a basis of a market value of \$19 per ton, though no witness testified as to that exact valuation. Under Rev. Codes, §§ 6056, 6082, evidence which discloses that the market price of hay at the time and place of delivery was in excess of the contract price is sufficient to entitle plaintiff buyer to substantial damages for failure to deliver hay pursuant to contract for the sale thereof.—*Sturm & Drake v. Roberts Elevator Co.* Supreme Court of Montana, 198 Pac. 545.

**Liability of Telegraph Co.**—Under Act Cong. June 18, 1910, placing telegraph and telephone companies engaged in interstate business under federal control, a rule of the company limiting its liability for mistakes in the transmission of unrepeatable night lettergrams was binding, though the company had not filed its rates, rules, and regulations with the Interstate Commerce Commission, and though the sender did not know of the rule and did not write the message on one of the company's blanks on the back of which the rules were printed, but telephoned it to the telegraph office.—*Grand Rapids Showcase Co. v. Postal Tel. Cable Co.*, Supreme Court of Michigan, 183 N. W. 731.

**Warehouseman Employed as Food Inspector.**—Where the officers of a warehouse company permitted its warehouse manager who was under contract to "devote his entire time to the work," to continue his work for two months without objection after discovery that he was employed as food inspector for the government, and he devoted all the time that was required of him in performance of his duty to the company, and one of such officers was receiving one-half of the manager's salary as food inspector, a discharge on the ground that he accepted other employment was unjustified; the company having waived the breach of the contract.—*Perkins v. Gillett Warehouse Co.*, Supreme Court of Arkansas, 232 S. W. 17.

**Recovery for Unreasonable Rate.**—Under the Railroad Commission Law (Laws 1907, § 37; Rev. Codes, §§ 4390, 4391), giving railroads and shippers a right of action against the Board of Railroad Commissioners to determine whether or not any rate, classification, etc., fixed by the Board is just and reasonable, the presumption as to the validity of the rate will be indulged until its unreasonable or discriminatory character is found by the Board itself, so that the shipper's remedy is to have the rate modified by the Commission and to have the reasonableness thereof determined by a court only if the Commission refuses to grant relief. The fact that the Railroad Commission is not authorized under Laws 1907, c. 37 (Rev. Codes, §§ 4390, 4391), on determining that a rate is unreasonable or discriminatory, to order reparation, does not prevent a shipper, after the rate has been so determined, from suing for damages; the court merely determining the amount thereof.—*Doney v. Northern Pac. Ry. Co.*, Supreme Court of Montana, 199 Pac. 432.

**Transfer of Title.**—Where wheat is purchased and shipped by rail consigned to shipper's order, and drafts for the price are sent through banks, with Bs/L attached, and such drafts are paid by the purchaser, and bills of lading delivered to him, title passes to the purchaser, notwithstanding that the wheat must be measured or weighed at destination to definitely determine the exact sum to be paid for the entire mass.—*Ft. Worth Elevators Co. v. Keel & Son*, Court of Civil Appeals of Texas, 231 S. W. 481.

**Measure of Damages for Refusal to Receive Wheat.**—Damages may be recovered for failure to receive and pay for wheat although there was no delivery of the wheat, where purchaser repudiated all obligation to pay the contract price. The measure of damages for refusal of purchaser to receive and pay for wheat is the difference between the contract price and the market price at the date of the demand and refusal, there being no definite time fixed for the delivery.—*Jones-Scott Co. v. Ellensburg Milling Co.*, Supreme Court of Washington, 199 Pac. 238.

**Buyer's Failure to Make Shipping Arrangement Cancels Contract.**—Under the settled rule that time is of the essence of executory commercial contracts, where by prior agreement all contracts for sale of flour by defendant, to be shipped to plaintiff at New York for export, were subject to embargoes by the railroad companies, which, owing to war conditions, refused to accept export shipments unless assured of prompt unloading, and plaintiff was required to make the shipping arrangements, his failure to secure such arrangement for a shipment due under a contract before the time fixed for delivery therein expired, held to relieve defendant from further obligation thereunder.—*Tanner v. Ballard & Ballard Co.*, U. S. Circuit Court of Appeals, 273 Fed. 671.

**Separating B/L from Draft Does Not Give Title.**—Where a B/L was first made out to order of a third person, and was received by such person, and a draft was drawn on plaintiff seller by such third person, attached to the B/L, and forwarded to plaintiff, and was presented to plaintiffs, who did not pay the draft, but, without the knowledge or consent of the third person, caused the B/L to be detached from the draft, and drew a draft on defendant buyer, and attached the B/L to it, and defendant refused to pay the draft and rejected the shipment, held, that the unauthorized separation of the B/L from the draft of the third person did not give the plaintiff title to the goods, and they could not pass title to defendant, plaintiff being guilty of a tortious conversion of the B/L.—*Pottash v. Cleveland-Akron Bag Co.*, Supreme Court of New York, 189 N. Y. Supp. 375.

### One Confirmation Governs.

*Sigmond Rothschild Co.*, Dallas, Tex., plaintiff, v. *Bert Wilkison*, Childress, Tex., defendant, before the Arbitration Com'ite of the Texas Grain Dealers Ass'n, composed of E. W. Crouch, W. H. Killingsworth and Joe E. Lawler.

The testimony submitted in this case proves conclusively that *Sigmond Rothschild Co.* purchased, on Jan. 19, 1920, from *Bert Wilkison* five cars slightly stained, sound maize heads at \$27.00 per ton f. o. b. Childress, Tex., destination weights guaranteed within 2%.

Mr. Wilkison's contention is that the heads were sold on sworn weights at point of origin rather than on destination weights and grades. Mr. Wilkison, however, fails to support his contention by his confirmation. The only confirmation of sale submitted is that of *Sigmond Rothschild Co.*, which provides for destination weights and grades guaranteed within 2%.

Trade Rule No. 5 clearly states that where only one party to the trade confirms, that confirmation shall govern—rule reading: "Where only one party to a trade confirms this confirmation shall be binding upon both parties, unless objected to at time of receipt of same."

No evidence is submitted to the effect that *Bert Wilkison* objected to the confirmation of *Sigmond Rothschild Co.*

*Sigmond Rothschild Co.* submits sworn affidavit destination weight on MCRR car 4751, which weight is 34510 lbs. To this the Com'ite adds 2%, making a total weight of 35270 lbs. This car was invoiced to *Sigmond Rothschild Co.* by *Bert Wilkison* 38000 lbs., leaving a shortage of 2730 lbs. of heads at \$27.00 per ton \$36.85, which amount the Arbitration Com'ite finds in favor of *Sigmond Rothschild Co.* against *Bert Wilkison*.

*Bert Wilkison* is hereby instructed to promptly pay to H. B. Dorsey, Sec'y, at Fort Worth, the amount of this award, \$36.85, and the sec'y is instructed to return to *Sigmond Rothschild Co.* their deposit fee in this case.



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References: Any bank, mercantile agency, commission firm or the editor of this publication.



# "Flat Billing?"

J. N. Beasley Grain Co., of Amarillo, Tex., plaintiff, v. Waco Mill & Elevator Co., of Waco, Tex., defendant, before the Arbitration Com'te of the Texas Grain Dealers Ass'n, composed of E. W. Crouch, Joe E. Lawther and W. H. Killingsworth.

This controversy arises over the definition and meaning of the term "flat billing," Beasley contending that a car diverted in transit is applicable on a "flat billing" contract.

The wire addressed to J. N. Beasley Grain Co., booking the car in question, read as follows: "Book affording accurate trap delivered here flat Texas billing boundless." The confirmation specified "Texas flat billing." The Beasley Grain Co. attempted to apply on this contract a car which had been diverted in transit. The Waco Mill & Elevator Co. refused to accept the car, and pending the decision of the Arbitration Com'te, the Waco Mill & Elevator Co. have been carrying one-half of the loss occasioned by their refusal to accept the car, in the sum of \$266.66.

This Com'te defines the term "flat billing" as billing entitling the buyer to all diversion and transit privileges accorded by the tariffs.

The Com'te therefore renders an award in favor of the Waco Mill & Elevator Co., in the sum of \$266.66, and the J. N. Beasley Grain Co. is hereby ordered to pay said sum of \$266.66 to H. B. Dorsey, Secretary, at Fort Worth, Texas. The costs of this arbitration are assessed against the J. N. Beasley Grain Co., and the Secretary is ordered to return the arbitration fee of the Waco Mill & Elevator Co.

## Reversal by Executive Com'te.

It is the opinion of the Executive Com'te that the Arbitration Com'te erred in the rendition of their opinion and the award in this case.

1. There is no trade rule of our Ass'n that defines "flat tonnage."

2. There is no customary understanding among a sufficient number of the members of the Texas Grain Dealers Ass'n as to what is understood as "flat tonnage." Wherein "flat tonnage" is live tonnage, or tonnage that is entitled to stopping in transit privilege to our minds make it fair and equitable to be rules that "flat tonnage" is tonnage pertaining to a car which has not been diverted.

3. While it cannot be denied that among some dealers it is implied or recognized that "flat tonnage" shall mean a shipment which enjoys the right to be diverted, on the other hand, there are a great many dealers who have had no reason to believe but that "flat tonnage" means tonnage that has not been applied, or in other words, that enjoys an S I T privilege, even though the shipment may have been diverted. Therefore in view of this decided difference in opinion and customary understanding, inasmuch as there is no law in our ass'n or trade rule that attempts to define what constitutes "flat tonnage" we are of the opinion that it would be very unfair and unreasonable to render an opinion that a shipment which had been diverted could not be recognized as "flat tonnage" and an award rendered based on this assumption.

4. In view of the fact that there is no trade rule or law on this point and in further recognition of the firm convictions of both plaintiff and defendant that their position or opinion is correct, and further, in view of the fact that plaintiff agreed to pay the cost of delivering the wheat to any point that the defendant desired to ship same, thus giving to defendant in reality all of the privileges or rights that "flat tonnage," according to his opinion, would have given him, we cannot see where it would be right for the plaintiff to suffer any loss when it has not been shown, and from the evidence we cannot see, wherein the defendant actually sustained any loss because of the car of wheat a question having been diverted. Therefore, since there is no law for our guidance, but imply a question of fair play and equity we reach the conclusion that it would be fair for the plaintiff to suffer no loss because of the dispute in question and hereby render a decision to that effect.

## Dissenting Opinion.

I do not agree with the members of the Executive Com'te, especially on the term of "Flat Billing," as mentioned in the contracts and the decision of the Arbitration Com'te.

I am of the opinion that flat billing is thoroughly understood by all well informed grain men in Texas to mean that a diverted car cannot apply on a contract calling for flat billing and I thoroughly agree with the decision of the Arbitration Com'te defining flat billing, hence the car in question could not apply on the contract.

From an equitable standpoint, I can thoroughly concur in the opinion of the Executive Com'te, but not knowing for what purpose the Waco Mill & Elevator Co. bought flat billing, I should not like to say that they should be forced to accept a diverted car, while it would look reasonable, equitable and fair, when J. N. Beasley Grain Co. offered to pay any additional charges to make it flat billing, that the Waco Mill & Elevator Co. must accept a car which could not apply on the contract.

In my opinion, this is a very dangerous precedent, which might permit a shipper to apply most any sort of shipment on a contract by agreeing to pay the difference and make it good and would deprive the Consignee of the privilege of rejecting shipments not according to contract.

I am rather surprised at the inconsistency of the majority of the Executive Com'te in rendering a decision in favor of J. N. Beasley Grain Co., on an equitable, fair and just basis, when practically the same Com'te decided the Rayford-Newsom vs. Panther City Grain Co., v. Tested Seed Co., case—our Docket No. 22/1215, copies sent to the members in May, the Trade Rules specifically stating that Rayford should accept on contract "any grain" without regard to whether it was contract grade or not, at the same discount as Veninga-Smith offered to accept and apply it on the contract. The Com'te, however, upset this specific Trade Rule when equity, justice and fairness were all in favor of Panther City Grain Co., and rendered a decision in favor of Rayford-Newsom Co. This makes me think of some great man who said "Oh Consistency, Thou Art a Jewel."

I can agree with the majority of the Executive Com'te so far as equity, justice and fairness are concerned, unless it seriously interfered with contracts Waco Mill & Elevator Co. intended to apply this grain on. As they stated specifically that it must be on Flat Texas Billing, it is presumed that they had a motive for making such purposes and I am not willing to force them to accept a car of grain clearly not applicable, even if it does appear to be equitable, just and fair. I think the seller and the buyer should be bound by their contracts and be permitted to extend concessions or mercy or require the fulfillment of the contract.—H. B. Dorsey.

## Mexican Agriculture Declining.

Mexico in normal times was always practically self-supporting as to cereals and was a cattle shipping country. It is therefore with surprise that we learn of shipments of corn into that country and that numbers of cattle are being shipped from Texas 1,000 miles to the City of Mexico.

The drought this season is credited with having reduced the crops; but the reason for this movement of foodstuffs into the country lies deeper, and promises that these shipments of corn and cattle must be continued as long as the present regime is in control of the government.

"Agrarian laws limit the amount of land any one person may own and provide that the excess shall be taken and divided among the landless. The owners are to be paid in twenty-year bonds and the value of the land is to be the tax value. That value makes little difference, however, since the bonds have no value anyway. The result of this law is that landowners cannot borrow money on their farms to put in crops or make repairs for damage done during the period of disorder. No matter how much confidence you might have in the integrity and security of the landowner if you loaned him money you would be taking a chance that his land might be seized and then you would find yourself the possessor of some bonds that no one seems to care for," writes Chester T. Crowell, after a recent expedition of inquiry.

"Another agrarian law is known as 'the law of idle lands.' It provides that if lands are not planted by the owner they may be seized by the local authorities and rented to landless persons who wish to cultivate them. On its face it does not sound so bad. But in practice quite a large area of land that had been sowed to crops has been seized and parceled out to the landless followers of some politicians or military man. That quite naturally tends to discourage planting. When this is added to the drouth the condition in Mexico is serious. When lands with growing crops on them are seized under the law of idle lands it is not difficult to understand why some of the farmers are unwilling to cultivate their farms."

Since Mexico has embarked on the bolshevik route and is headed straight toward chaos it behooves grain dealers selling to buyers in that country to watch their credits and to collect the price of the goods before parting with control of the grain.

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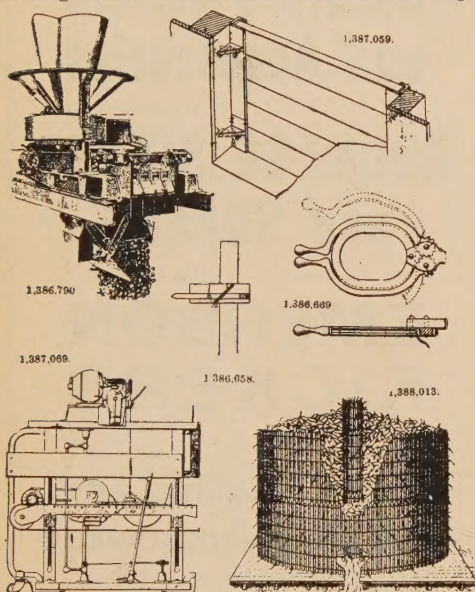


## Patents Granted

**1,386,790. Scale.** Angus and Alexander McCleod, Chicago, Ill. This is a scale for the weighing of coal and for its automatic discharge after weighing from the weighing hopper.

**1,386,669. Bag Holder.** Joseph Zakarka, Brooklyn, N. Y. A post holds this device. A hub fastened to the post supports two clamping arms which hold a bag which is in the course of filling. [Top and side view shown.]

**1,386,658. Bag Holder.** James Sinclair, Breckenbury, Sask., Can. In this device a pair of vertical legs support a pair of horizontal bag-holding arms. The distance between the sup-



porting legs is controlled by an adjusting bolt. The horizontal arms are fitted with fingers to hold the bag.

**1,387,069. Sack Sewing Apparatus.** F. W. Ostrom, Newark, N. J. and I. F. Webb, Elizabeth, N. J., assigns to the Singer Mfg. Co. Filled sacks are closed by this machine. In the machine are means for the conveying of the filled sack to the sewing position and means for folding a seam in the sack preparatory to the sewing operation.

**1,388,013. Corn Crib and the Like.** Slat fencing held in place with stay wires forms the siding of this circular crib which is mounted on a raised platform. A vertical opening thru the center of the crib, also made of fencing and wire, facilitates the movement of air thru the corn from the space below the platform to the opening above the corn.

**1,387,059. Grain Car Door.** George McAllister, Omaha, Neb. This is an auxiliary door for use on cars carrying grain. It is made up of several cross pieces which fit in a U-shaped channel. The U-channel is inserted in the vertical sides of the car door opening. The channels are made so that the outer flange comes off permitting thereby the easy removal of the grain door cross pieces.

### Asks Farmers to Do Their Bit.

To be able to pay the very highest possible prices one Illinois grain shipper adds the following message to his patrons on all of his letterheads, bills, receipts, local advertising, etc.:

#### HINTS ON HOW TO HELP QUALITY AND PRICES.

Sweep wagon free from coal, manure or grain of another color, especially corn before loading your small grain.

Rotten grains in corn cannot be sorted out except at the time of husking and shelling. It weighs but little and shows very much.

Ripe and dry grain is important, especially at the first movement of the new crop.

Do not plant any old thing. Plant the very best you have or can get.

### Insurance Notes.

FIRE LOSSES in the United States and Canada during August amounted to \$25,829,000 compared with losses during August, 1920, when values were higher, of \$17,931,000.

BURGLARY INSURANCE payments need not be made by insurance companies to an insured who does not keep books. By means of the books only, can losses be accurately determined, ruled the Minnesota Supreme Court in a recent decision.

MINNEAPOLIS, MINN.—The Supreme Court of Minnesota has given a decision in favor of the Integrity Mutual Casualty Co. in the suit brot by John Nelson to set aside a settlement he had made with the company for injuries sustained, and which settlement had been approved by the lower court. The decision upholds the Minnesota statute declaring such settlements to be final. 183 N. W. Rep. 837.

### Elevator Casualties.

The following accidents to grain elevator employees have been reported recently:

JUNCTION CITY, KAN.—The elevator foreman, D. C. Cooper, of the Aurora Mills, fell bruising his right forearm.

FALL CITY, NEB.—In opening a car door, D. W. Ryan, an employee of the R. A. Heacock Co., smashed one of his fingers.

GRAHAM, TEX.—While carrying a piece of ice at the Graham Mill & Elevator Co., Emmet Stewart fell wrenching his left ankle.

BLUFFTON, IND.—James Dillon, an employee of the Studebaker Grain & Seed Co., crushed his finger in a sprocket chain while handling grain.

GUTHRIE, OKLA.—At the Gresham Flour Mills Corp., Chester Wilford was carrying a grain door from a car when it slipped from his hands striking his right foot.

OMAHA, NEB.—While oiling machinery at Elevator A, Maney Milling Co., Wm. H. Miller caught his clothing on a set screw. He was dragged into the machinery, and his clothing torn from his body. Severe contusion and laceration of tissue on left side, including face, neck, hip and portion of back, also severe straining of muscles of left arm, was the result.

### Disapprove U. S. Grain Growers Plans.

A resolution unanimously adopted by the directors of the Minnesota Farm Buro Federation Sept. 9, announces the refusal of that body, as representatives of Minnesota farmers, to approve the arrangements proposed for marketing grain under a contract drawn but not signed between the U. S. Grain Growers, Inc., and the Equity Co-operative Exchange, of St. Paul.

A statement issued by the directors of the Farm Buro asserts that the proposed plan for concentrating the grain marketing machinery of Minnesota, South Dakota, Montana and Wisconsin in the hands of the Equity Co-operative Exchange as the exclusive sales

agency of the U. S. Grain Growers, Inc. would endanger the success of the whole co-operative movement in the northwest.

The statement was sent to county farm bureaus in Minnesota. It declares that in the opinion of the federation the contemplated contract, designed to put in operation in Minnesota the plans of the grain marketing committee of 17, "does not merit the support of the farmers nor warrant their investment at the present time." It is stated that the contract complicates the process of grain marketing without offering "the slightest improvement over present methods."

"We have analyzed the proposed contract as a business proposition," reads the statement, "and we do not feel that it can be of any practical benefit to the grain producers."

## Books Received

WHERE DO THE UNION MEN GET OFF? is an open letter to wage workers by Charles Norman Fay. The author, who refers to himself as "an old employer of many wage workers, now out of active life, not rich and with no personal ax to grind on the labor grindstone," tells the members of labor unions just how the activities of their organization have affected them and how they will continue to function to the detriment of those whom they profess to benefit. It is shown that the unorganized laborer has of late received 3 to 4 times the wages of 25 years ago, while the union man gets but 2 1/2 times the wage of that time; and the nonunion man has not been burdened meanwhile with the expense of maintaining the organizations. It is a "letter" which every wage worker should read. Every union man, especially, should study it. Paper; 31 pages; single copies postpaid, 20c. C. N. Fay, 2 Willard Court, Cambridge 38, Mass.

Don't you admire a man who has convictions? So do I, when he adds courage, brains and penetrating understanding of the U. S. Constitution it is worth while to consider his message. It will only take as much time as you usually devote to your morning paper to read a chapter of Harry F. Atwood's Safeguarding American Ideals. Your life as a useful American citizen may mean more to you if you read any of the four most forceful chapters on Our Federal Constitution, Individual Property Rights, Individual Freedom in Industry or Avoidance of Class Consciousness. The latter chapter is my favorite of the twelve American Ideals which he emphasizes. In it I find: "No one has ever made a clear distinction between 'the common people' and others if there be such."

"If there be such," delightful don't you think? The next paragraph, too, presents a novel thought: "It would be a very interesting experiment for those who use the phrase 'masses and classes' to start a card index and try to classify their own acquaintances under those two headings. The difficulties encountered might effect a cure of the use of that silly phrase."

The purpose of the book is to set forth briefly those fundamental Ideals which have made us a great and substantial people and deals with the home, the school, the church and the state. The stewardship for this splendid American Ideals Mr. Atwood makes an individual responsibility. It is a cogent that in these days. Mr. Harry F. Atwood is pre-eminently a sincere student of government, a convincing speaker who will address the G. D. N. Ass'n on Oct. 3 at the national convention. Read his book, hear him!—M. D. C. Laird & Lee, publishers, Chicago.

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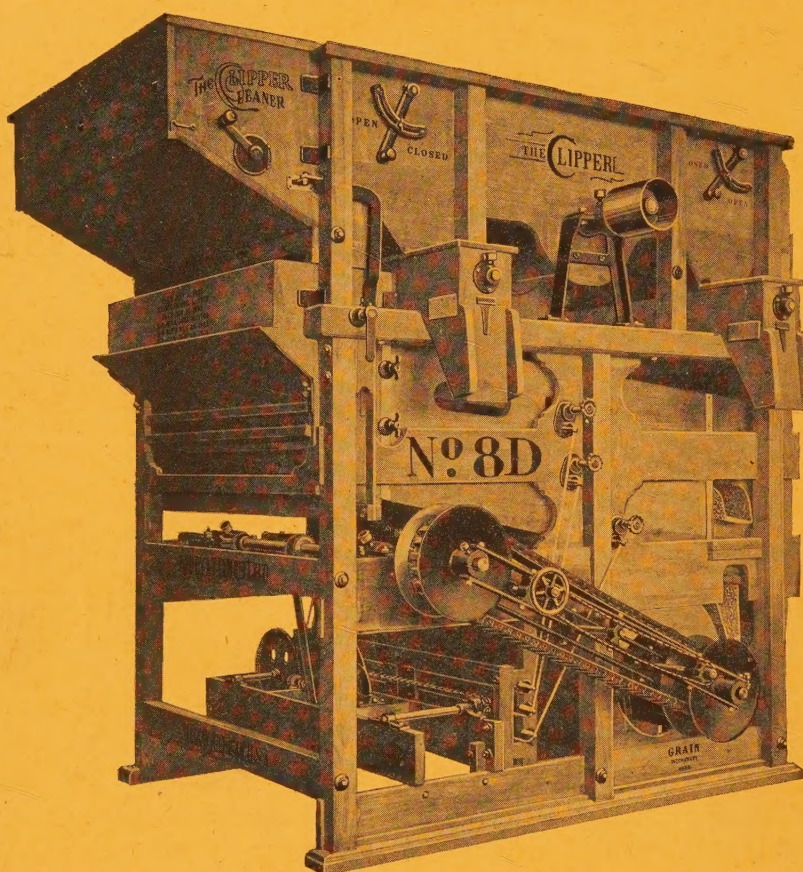
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